

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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OCT 5 1925

U. S. Department of Agriculture

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on

problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.

Goods for Export and Home
Trade in any Desired Package.

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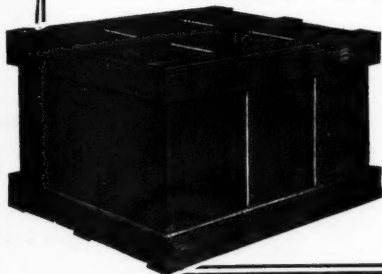
NEW YORK

Main Office
527 West 36th Street

PACKING HOUSES:
534 to 540 W. 37th St. 539 to 543 W. 39th St.
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Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and
we will prove to you how to save from
25 to 40% in traffic charges.

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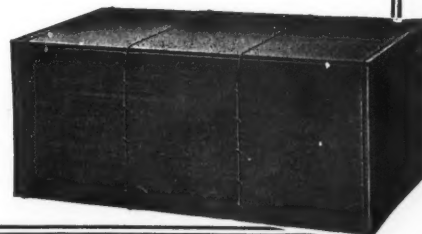
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Plants:
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Eastern Offices:
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"NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

"Get Results"—Packer Salesmen Speak Their Piece

Salesmen's Page
this week is p. 24



The Crescent Silent Cutter

With Direct Connected Motor

THE Crescent Silent Meat Cutter is built by Brecht for highest efficiency—hardest service—speed—cleanliness and economy of operation—absolutely sanitary and reliable.

Direct connected to motor by means of flexible coupling.

The mechanism is under cover, but all parts are easily accessi-

ble. Just the meat cutter for packers who insist on finest results at minimum cost.

Crescent Silent Meat Cutters are made in four sizes—27"—32"—38" and 43" bowls.

Write for information regarding the complete line of Crescent Sausage making machinery.

THE BRECHT COMPANY

Cass Avenue

Saint Louis, Missouri

Branch Offices

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Philadelphia

Chicago

Cleveland

San Francisco

Kansas City

New Orleans

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"We keep faith with those we serve"



Autocar service is always complete. For example, this new and larger Branch Building has just been opened in Boston because of the increase in Autocar trucks there.

A motor truck is only as good as the service behind it

In Boston or Chicago, New York or San Francisco, Philadelphia or Dallas; in fifty of the great business centers of the United States, there are factory branches owned and operated by The Autocar Company, ready to serve immediately and completely the tens of thousands of Autocar trucks that are constantly at work hauling the essentials of Life and Industry.

Sturdy Autocar Trucks are conspicu-

ously economical in operation and upkeep. But when a spare part is needed it is instantly available. When a repair job has to be done, a trained, responsible Autocar organization is there to do it at once.

In this nation-wide system of Direct Factory Branches, Autocar owners have a tangible, permanent assurance of the continuous earning power of their motor trucks.

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Camden	*Fresno	*New York	*Sacramento	Tampa
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*Altoona	*Chester	*Jersey City	*Oakland	*San Francisco	*Washington
*Atlanta	*Chicago	Lancaster	Orlando	*San Jose	West Palm Beach
*Atlantic City	*Cleveland	*Lawrence	*Paterson	*Schenectady	*Wheeling
*Baltimore	Columbus	*Los Angeles	*Philadelphia	Scranton	Wilkes-Barre
Binghamton	*Dallas	*Memphis	*Pittsburgh	Shamokin	Williamsport
*Boston	Denver	Miami	*Providence	*Springfield	*Wilmington
*Bronx	*Detroit	*Newark	*Reading	*St. Louis	*Worcester
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*Buffalo	*Fall River	*New Haven	*Rochester	*Syracuse	

*Indicates Direct Factory Branch

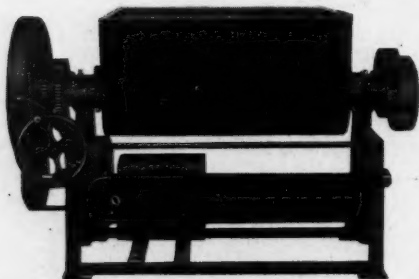
Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

THE BUFFALO MEAT MIXER

*It Mixes Thoroughly
Paddles Can't Break Off Or Get Loose
Known The World Over For The Quality Of Its Work*



THE Buffalo Meat Mixer operates on the only principle which makes certain the meat will be thoroughly mixed in a way that insures the very highest quality of sausage. Nothing is left to chance.

Another point of superiority is its sturdy strength. The paddles are attached in such a manner that it is impossible for them to become loose or break off. The center tilting hopper makes it easy to dump the mixer in a few seconds. It is simple in operation, requires little power, used as standard equipment by sausage makers large and small in all parts of the world.

*Also manufacturers of world-famous "BUFFALO" Silent Cutter and new
"BUFFALO" Grinder*

JOHN E. SMITH'S SONS CO., BUFFALO, N. Y., U. S. A.

Patentees and Manufacturers

Many purchasers of Buffalo sausage making machines have tried others before standardizing on Buffalo equipment. Here are a few recent installations:

Armour & Co., Olean, New York
Austin, Nichols & Co., Brooklyn, New York
Arizona Packing Co., Phoenix, Arizona
Cudahy Packing Co., Kansas City, Kansas
Herman Delle, Hoboken, New Jersey
Germania Sausage Co., Boston, Massachusetts
M. Kaplan, Newark, New Jersey
A. Koegle, Flint, Michigan
Chas. Linkenheil & Son, Rock Rapids, Iowa
Mickelberry's Food Prod. Co., Chicago, Illinois
N. E. Dressed Meat & Wool Co., Buffalo, N. Y.
Quality Products Co., Milwaukee, Wisconsin
A. Rowe & Sons Co., Terre Haute, Indiana
C. A. Van Deusen Co., Hudson, New York
Wilson & Co., Richmond, Virginia



Airoblast

Quick Safe Simple

The modern method of smoking meats.

The automatic heat control assures results.

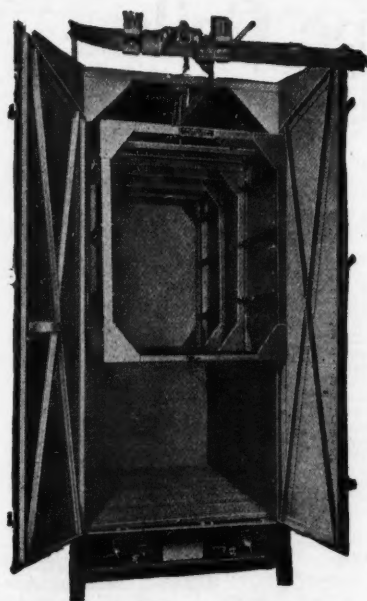
Airoblast

has eliminated smoke-house troubles and added profits to scores of packers and sausage manufacturers.

B. F. NELL & COMPANY

620 W. Pershing Road

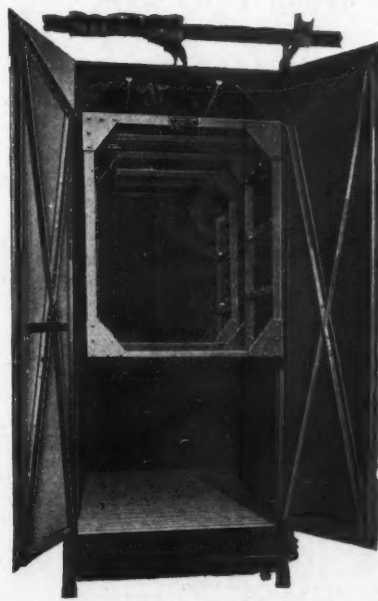
Chicago, Ill.



ASBESTOS-LINED, GAS-FIRED, STEEL
SMOKE HOUSE

**INCREASED
PRODUCTION**

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STEAM COOKING HOUSE FOR FRANK-
FURTERS—LONG OR ROUND BOLOGNA

“THE BEST THAT MONEY CAN BUY”



BOLOGNA OR HAM COOKING TANK—GAS OR STEAM
SIZES 10 TO 110 HAMS



LARD, FAT OR GREASE KETTLE—GAS-FIRED
BELT OR MOTOR DRIVE

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DESIGNERS—MANUFACTURERS

NEW YORK

When YOU want
"More land per hog"

Use Bannon Separators
 In the Rendering Plant

Over **60** in Use

Save Product Save Labor
 Save Time

Write

THE BANNON CO.

32 Illinois St., Buffalo

REDFIELD'S

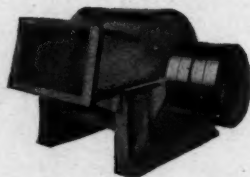

CHICAGO
 Rendering Plant
 and
 Tank House
 Equipment

Boilers

General Steel Plate Work
 53 W. Jackson Blvd.

Rapid Crusher

For crushing and shredding or hashing animal carcasses, green or dry bones, fats, offal and any other materials to suitable size for rendering and dry cooking.



Manufactured by the

Waste Saving Machine Co.

Branch of the O. & W. Saving Machine Co.

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Iron Pipe Coils of Every Description for the Meat Industry



Manufacturers of

Ammonia Drums, Manifolds, Attemperators, Headers, Return Bends, and Iron Pipe Bends

Letter Pipe Signs and Galvanized Coils A Specialty

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Chicago, Ill.

Phone Kedzie 0483-0400

KRAMER Hog Dehairing Machines

Save Labor—Do Real Cleaning—Low Upkeep

Capacities 50 to 1,000 Hogs per Hour

L. A. KRAMER CO. 111 West Jackson Blvd.
 Chicago

Packing House Chemists

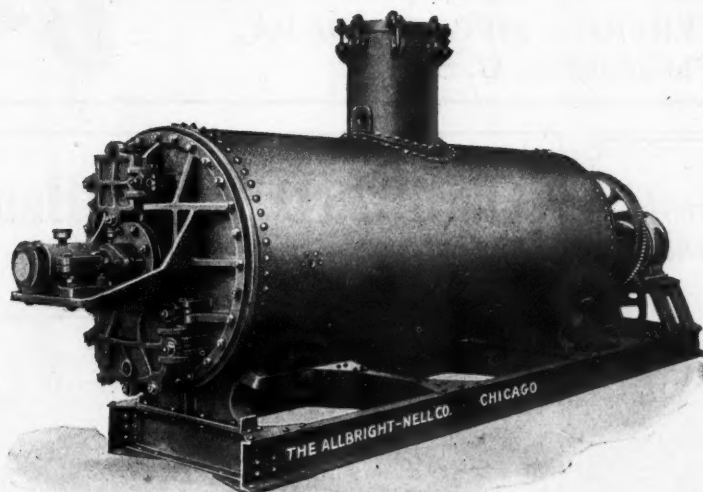
CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.

QUALITY

ANCO

SERVICE

LAABS' Sanitary Rendering Unit Is Proving a Great Success



No. 182
Process Patent Applied For

The rendering of animal products is being very successfully carried on by the Laabs' Sanitary Rendering Process, by combining cooking with steam and drying in vacuum. By this process dry cracklings are produced and the fats easily obtained by pressing.

Animal products do not require grinding or cutting in small chunks, but only need to be cut so that they will pass into machine, illustrated above, through 18" diameter dome. After materials have been processed they are easily handled by either hydraulic or expeller type presses.

All gases and obnoxious odors are under complete control all of the time and are eliminated.

ADVANTAGES

1. Produces better finished products.
2. No grinder or crusher is required to prepare the bones or other products for melting or cooking.
3. The digesting of the products, in the presence of 50 lbs. of steam pressure, is done without damage to the fats.
4. Drying under vacuum, with temperature control, makes the highest quality fats of bleachable grades.
5. The low temperature of drying in vacuum leaves all the albuminous substances in the crackling, and thereby produces a higher percentage of ammonia value in the cracklings.
6. Bones are softened by the steam cooking and are handled easily by either hydraulic or expeller type presses.
7. All steel construction.
8. Absolute, perfect control of sanitary conditions.
9. Less labor to operate.
10. Less cost to operate.
11. Lower cost of initial installation.
12. Occupies less floor space.

Let Us Assist You in Determining Your Requirements

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO, ILLINOIS

The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Four plates furnished with each machine, one fine, one medium, one coarse, and one knife for cutting fat. Also three knives and one fat knife.

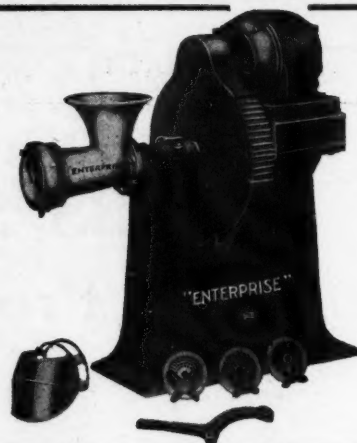
No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.

**THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.**

No. 1



*We specialize in the
manufacture of the*

"Red-Hot" Electric Meat Branders

They are superior

**Geo. J. Schneider
Mfg. Co.**

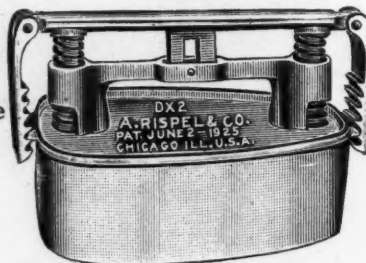
2553 Hillger Ave.

Detroit, Mich.

Our 1925 D. X. Type Ham Retainer

Patented June 2, 1925

Owing to our new method of manufacture, we are now able to produce a stronger and better Ham Retainer for less money.



This is the reason we can put them in reach of all. Butchers and packers are now able to save a lot of money.

Write us today for Prices

A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers

1617 No. Winchester Ave.

Chicago, Ill.

"Dick's" Guaranteed Beef and Pork Splitters

Handle, weight, and finish constructed according to the precise specifications of the largest meat packing plants of the United States.

Samples sent upon request

Albert Jordan Co.

20-26 West 22nd St.

New York

Sole distributors in the United States and Canada for

PAUL F. DICK, Esslingen a. N., Germany



BALTIMORE, 4/29/25.

Kaestlin Brothers
Eastern Representative,
The Cinn. Butchers Supply Co.,
Baltimore, Md.

Gentlemen:-

We are herewith pleased to inform you that the installation of the Baby Boss Grate Dehairer has proven beyond our expectations, and so feel it our honest duty to let you have this information.

Your Mr. J. T. Kaestlin told us the machine was guaranteed to dehair forty five (45) hogs per hour, and the first day he operated the machine we delivered sixty five (65) hogs in the first hour with six (6) men doing the work, instead of spending five (5) hours by the old hand method.

Our hogs are clean and white and free of scurf, which was greatly to our surprise.

There is one more feature, we must add, after using the machine five (5) months, we did not spend a penny for up keep, only for electric current used to operate.

Trusting that we may be a Booster for the "Boss" Machines, we remain,

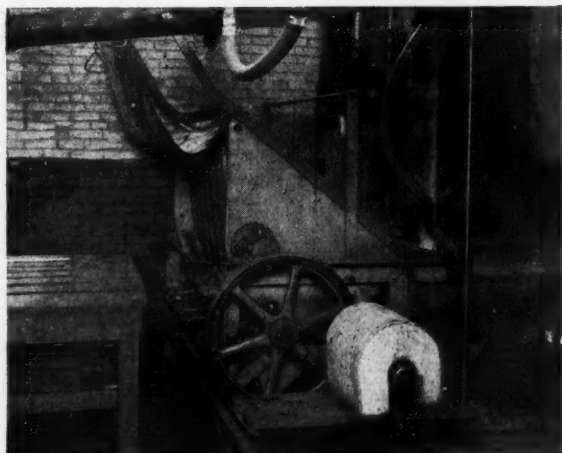
Respectfully,

John G. Frederick & Son

Photographs shown were taken at the plant of John G. Frederick & Son.

The one to the right shows a hog cleaned clean and white by machine and deposited onto gambreling table.

With a "BOSS" Dehairer, the hard work of scraping hogs by hand is turned into playwork.



Read! Read!

What one user of a "BOSS" Hog Dehairer says about the perfect work of his machine.

Over 400 other users of "BOSS" Hog Dehairers throughout the world substantiate that their machines clean hogs the fastest, the cheapest and the cleanest.

"BABY BOSS," "BOSS" Grate, "BOSS" U and "BOSS" Jumbo Hog Dehairers have capacities of 40 to 1000 hogs per hour.

Use the "BOSS" and save the loss

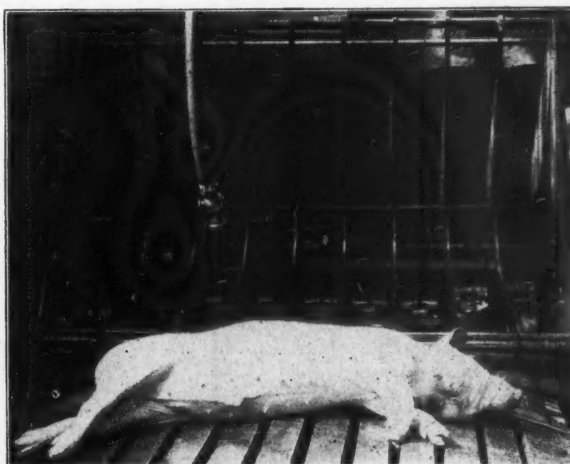


Illustration to the left shows the installation of "BABY BOSS" Hog Dehairer between scalding tub and gambreling table.

Scalded hogs are lifted into the machine by tub throw-in. When clean, they are tilted onto gambreling table and the machine is ready for the next hog.

Simple, but highly effective

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



When you think of Brine, just remember Solvay Calcium Chloride and consider that Solvay is—

Readily obtainable — from conveniently located stock depots;

Free from magnesium chloride and other impurities.

Harmless to pipes—does not corrode;

Economical — the reliable brine medium.

And never forget that Solvay—

Circulates freely always without precipitation;

Does not clog pipes;

Makes Brine of guaranteed high quality;

Leakage produces no harm;

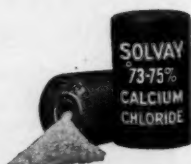
Service of highly trained engineers free for the asking.

It will pay you to use Solvay.

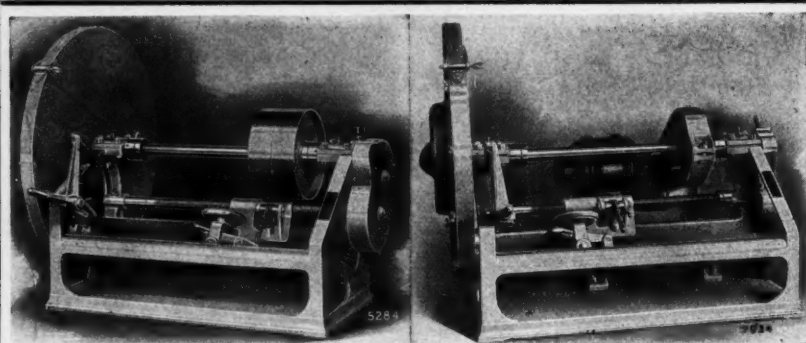
Write for the Solvay Refrigeration Booklet No. 5354

**THE
SOLVAY PROCESS CO.**

WING & EVANS, INC., Sales Department
40 Rector St., New York



SOLVAY
73% TO 75%
Calcium Chloride



The Link-Belt Beef Chipper and Bacon Slicer has been used for years by leading Packers

SUCH well known, successful concerns as Armour, Morris, Cudahy, Libby, McNeill & Libby, and numerous others, both small and large, have pronounced the Link-Belt combination Beef Chipper and Bacon Slicer the most efficient and economical large capacity power-driven machine on the market.

The Link-Belt machine is unequalled for speed, accuracy, convenience in operating, and durability. It is capable of cutting 300 slices per minute, and in some instances has operated at even higher speeds. Belt or motor drive, with machine mounted on steel table, or without table, furnished as desired. Write for complete details.

LINK-BELT COMPANY

300 W. Pershing Road, Chicago
Offices in Principal Cities 2070

The meat chopper that does more and better work and lasts a lifetime



The New No. 7E-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a 1/2-in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.

**The Cleveland
Kleen-Kut
Manufacturing Co.**
Cleveland, Ohio

Write for

**Hickory
SMOKED SALT**

Curing
Information

THE SMOKED PRODUCTS COMPANY

100 to 120 Culvert Street, Cincinnati, Ohio

The Adelmann Seamless Monel Boiler

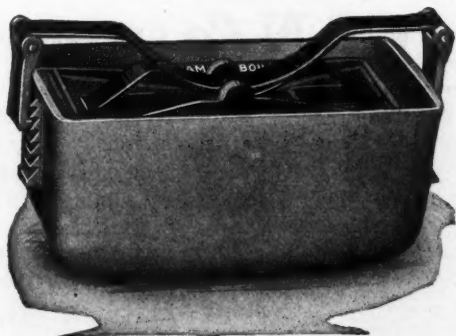
Complying with requests from several packers for a Ham Boiler of Monel Metal, we now offer same in two sizes.

They are deep drawn from Monel Metal Sheetstock, highly polished, requiring no retinning or other treatment of any sort.



Patented June 17, 1924
No. 2B Capacity 10-14 lbs.
No. 3B Capacity 14-18 lbs.

For the Products of Fine Butchery The Adelmann Meat Loaf Pan



The yielding spring pressure produces a solid loaf of better appearance.

Manufactured in three sizes

M-1, Capacity 5 lbs.
M-2, Capacity 8 lbs.
M-3, Capacity 12 lbs.

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

REX BRAND
The King of Nitrates

Double Refined Nitrate of Soda
Prompt Shipment

STAUFFER CHEMICAL CO. SAN FRANCISCO SALT REFINERY
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Complies with B. A. I. Requirements Write for Prices Immediate Deliveries



**YOU NEED
THIS PACKAGE—**

if you are seeking increased sales volume—if you seek to maintain the goodness of your sausage meat. Use this "better-looking" paper package—it protects its contents—keeps it fresh and clean. This package increases sales volume for every user. Sizes: one ounce to ten pounds. Send for samples and package suggestions.

KLEENKUP

*the Package
That Sells Its Contents*

MonoService Co.
 NEWARK NEW JERSEY

**Standard 1500-lb.
Ham Curing Casks**



Write for Prices and Delivery
Bott Bros. Mfg. Co. WARSAW, ILLINOIS

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.



**Saves
Labor
Trimmings
Shrinkage**



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance.

**Numerous Packers Throughout the Country Are
Why Not You?**

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor
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CAN Co. CINCINNATI**

**Manufacturers of
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**Our customers are
our best advertise-
ment**

**We originate and
design labels that will
sell your goods**

Write us for complete information



Why Use Two Machines When One

will cut and mix meats better, quicker, more economically?

The HOTTMANN prevents waste of space, power, labor and material.

The Hottmann Machine Co.

3323-3343 Allen St., Philadelphia

HOG CASINGS

Narrows

Narrow Mediums

Mediums

Wides

Quality Excellent

Price Right

Selection Very Strict

WRITE US ABOUT YOUR NEEDS

The Original Firm—Established 1868

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Tallow and Oils**BUYERS OF**Beef Crackling
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all Descriptions

Beef Wensands a Specialty

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SAUSAGE CASINGS AND
SUPPLIES**

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The Irish Casing Co.

Manufacturers, exporters, importers

SAUSAGE CASINGSArbour Hill, Dublin, Ireland
Sheep Casings a Specialty**Two Pickling Vats
for Price of One**

"Ideal" Storage Vats—for pickling and curing meat

United Cooperage Co., 1115 Fullerton Ave.
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Orders given prompt attention

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SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

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S. OPPENHEIMER & CO.**Sausage Casings**Chicago, 2700 Wabash Ave.
Hamburg 8—LuisenhopfLondon, 47 St. John St., Smithfield
73 Boulcott St., Wellington

96-100 Pearl St., New York

EARLY & MOOR, Inc.Importers
Exporters**SAUSAGE CASINGS**139 Blackstone St.
Boston Mass.*"The Skins You Love to Stuff"***M. ETTLINGER & CO., Inc.**Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

THE INDEPENDENT CASING & SUPPLY COMPANY

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SAUSAGE CASINGS

IMPORTERS

EXPORTERS

Sausage Casings**HARRY LEVI & COMPANY**

842 WEST LAKE STREET

Importers and Exporters

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Massachusetts Importing Company

Importers

HIGH GRADE SAUSAGE CASINGS

Exporters

**Direct Importers of Russian, Persian, Chinese Sheep
78-80 North Street and Hog Casings BOSTON, MASS. U. S. A.****AUSTRALIAN Sheep and Beef CASINGS
BRITISH CASING CO., Ltd.**

Dried Gut

14 Casing Cleaning Factories Throughout Australia
Sydney, Australia

Brokers:

E. G. James Co.
140 W. Van Buren St.
Chicago, Ill.

Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

*We buy and sell all kinds of
Sausage Casings*

Our Specialty:

Sewed Casings manufactured
under Sol May Methods

The Pioneers of Sewed Casings

Wolf, Sayer & Heller, Inc.

Established 1888

announces its change of name to

Sayer & Company, Inc.

This change is in name only, the
active organization remaining the same.

Sausage Casings and Sausage Room Supplies

Chicago

London

New York

Hamburg

Christchurch, N. Z.

Montreal

Sydney

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1853

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Consolidated Gas Co.
(N. Y.)

Remington Typewriter Co.
Lukens Steel Co.
Procter & Gamble Co.
(Ivory Soap)
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& Co.
United States Gov't
Sears, Roebuck & Co.
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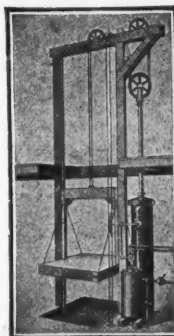
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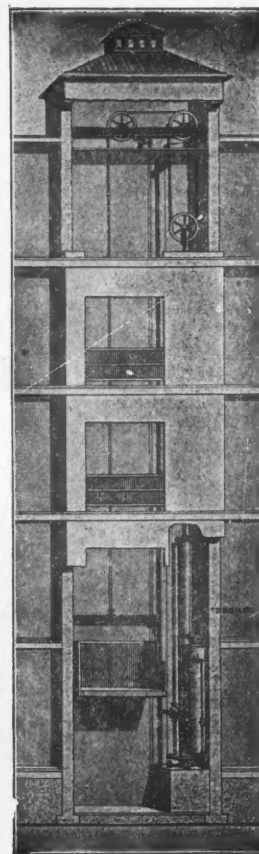
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They will compress any material that can be placed in the curb, with-
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Southwark Curb Presses can be furnished in capacities ranging
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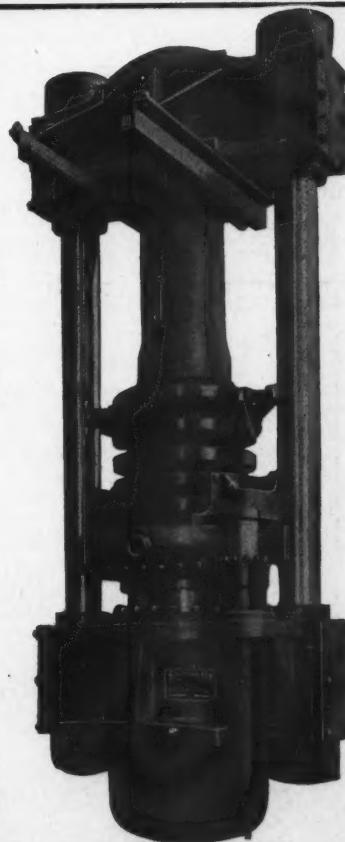
The press illustrated is equipped with stripper rams which auto-
matically eject the cakes of compressed material from the curb, after
the pressing operation is completed.

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Vol. 73

Chicago and New York, October 3, 1925

No. 14

Practical Points in Packer Program

Convention Sessions Will Have Something of Interest and Value for Everyone and There Will Be Fun for All

Only two weeks more to the Packers' Convention!

All roads lead to Chicago, and to the Drake Hotel, from Friday, October 16 to Wednesday, October 21.

Those are the dates of the 20th annual convention of the Institute of American Meat Packers. The departmental sessions take place on Friday and Saturday, and the regular convention sessions on Monday to Wednesday.

In last week's issue THE NATIONAL PROVISIONER printed the programs of the departmental sessions, covering operating, sales, purchasing, credits and collections, engineering and construction, sales and advertising and scientific subjects.

This week attention is called to the

general program outline, especially the Monday and Tuesday sessions when so many practical topics will be discussed.

The Public Conference on Wednesday will have a galaxy of famous men as speakers.

The entertainment begins with a concert and special "get-together" at the Drake Hotel on Sunday afternoon. The dinner-dance is on Monday night. Tuesday evening is open. The annual banquet comes on Wednesday evening. Entertainment for the ladies is described here also.

Room reservations should be made direct with the Drake Hotel; many already have been made.

If those attending from a distance will ask for special rate certificates

(not fare receipts), they will be able to take advantage of reduced rates, and will help others to do the same.

The Tuesday Program.

Many talks of sound, practical value are listed in the program for Tuesday, October 20, the second day of the Packers' Convention.

A feature of the morning session will be a discussion of "The General Outlook for the Packing Industry in 1926." This will include talks by three leading packers, men whose names and ability are known everywhere. F. Edson White will talk on "Live Stock, Manufacture and Costs." Charles H. Swift will discuss the merchandising, marketing and sale of beef, and E. A. Cudahy, Jr., will make a similar talk on pork. The observations and analyses which will be made by these

Outline of the Packers' Convention Program at Chicago, Oct. 16 to 21

Friday, Oct. 16.

Sections on Chemical and Scientific Research, Packinghouse Operations, Purchasing, etc.

Saturday, Oct. 17.

Sections on Engineering and Construction, Sales and Advertising, Traffic and Livestock Losses, Credits and Collections, etc.

Sunday, Oct. 18.

Concert and Social "Get-Together," Drake Hotel, afternoon and evening.

Monday, Oct. 19.

FIRST SESSION, 10:00 A. M.

Presiding, Oscar G. Mayer, President.
Call to order, the chairman.
Address of the President, Mr. Mayer.
Appointment of Convention Committees.
Report of the Executive Vice President, W. W. Woods.
Report of the Treasurer, John T. Agar.
Recommendations from Institute Sections, by the Sectional Chairmen.
Presentation of Gold and Silver Jubilee Buttons by Vice President Myron McMillan.
Award of Idea Contest prizes, by H. P. Henschel, chairman contest committee.
Adjournment for luncheon.

SECOND SESSION, 1:45 P. M.

Presiding, Thomas E. Wilson, Chairman, Institute Plan Commission.
What Has Been Accomplished with the \$150,000 Institute Plan Fund:
A Statement, the Chairman.
Operating Results, R. F. Eagle, presiding.
"Results of Our Practical Experimentation," M. D. Harding.

"Economies in Equipment and Supplies," H. D. Tefft.

"Systematizing and Saving Our Experience," R. F. Eagle.

Personnel Results, P. D. Armour, presiding.

"Evening Courses at Chicago," L. D. H. Weld.

"Home Study Among Employees," Dean W. H. Spencer, School of Commerce, University of Chicago.

"Evening Classes at Six Packinghouse Centers," R. H. Hess.

"Training Men to Enter the Industry," A. H. Carver.

Scientific Results, Arthur Lowenstein, presiding.

"New Information on the Prevention of Meat Spoilage," L. M. Tolman.

"A New Service to Production," J. A. Hynes.

"Announcement of New Results in Curing Meats," W. Lee Lewis.

Adjournment.

Tuesday, Oct. 20.

THIRD SESSION 10:00 A. M.

Presiding, Vice President E. C. Merritt.
"The Status of the Live Stock Industry," D. A. Millett, chairman National Live Stock and Meat Board, Denver, Colo.

"Guaranteeing Live Stock Against Shrinkage and Disease," F. G. Ketner, director Livestock Marketing Department, Ohio Farm Bureau Federation.

The General Outlook for the Packing Industry in 1926.

"Livestock Production, and Costs," F. Edson White.

"Merchandising, Marketing and Sales:"

Beef, Charles H. Swift.

Pork, Edward A. Cudahy, Jr.

Forum on "Purchasing," led by A. W. Ruf and others.

Adjournment for luncheon.

FOURTH SESSION, 2:00 P. M.

Presiding, Vice President F. S. Snyder.

"The Legal Rights of Trade Associations," Henry Veeder.

Discussion.

"Calculating Costs and Margins," L. B. Dorr, Buffalo, N. Y.

Discussion.

"How Meat Packers Can Save Money by Budgetary Control," J. O. McKinsey, Chicago, Ill.

Discussion.

"Late Developments in Packinghouse Equipment," to be announced.

Discussion.

"The Efficient Disposal of By-Products," by H. M. Shulman, Detroit.

Discussion.

"Waste Elimination," by J. A. Hawkinson and others.

Special Business and Election of Officers.

Wednesday, Oct. 21.

Public Conference on Education and Industry, held at University of Chicago. Speakers: Charles M. Schwab, Maj. Gen. James G. Harbord, ex-governor Frank M. Lowden, E. W. Rice, Jr., of the General Electric Co., President Max Mason of the University of Chicago, and others.

men should be of extreme interest to every meat packer.

The morning session will close with a forum on purchasing which will include talks by A. W. Ruf, chairman of the Institute's Committee on Purchasing Practice, and others. The work of the Institute Equipment and Supply Company and the money-saving arrangements which it has offered to member companies will be explained. Several packers whose companies have taken advan-

ies in the distribution of the products of the industry.

Live Stock Men To Talk.

Another talk which will be of interest to the packer who is looking ahead into the future will be "The Status of the Live Stock Industry" by D. A. Millett, chairman of the National Live Stock and Meat Board. Mr. Millett is one of the most progressive livestock producers of the day, and is closely in touch with all factors influencing his industry.

F. G. Ketner, director of the Department of Live Stock Marketing of the Ohio Farm Bureau Federation, will talk on "Guaranteeing Live Stock Against Shrinkage and Disease." Mr. Ketner has made a thorough study of this problem and his report will contain much of interest to the packer.

The forum, and all other talks at this session, will be followed by discussions from the floor, in which every man present will have an opportunity to present his views.

The session will close with the annual election of officers and consideration of special business.

The Entertainment Features.

Business, however, will not take up all the time during the convention period, for the matter of entertainment has received careful attention.

First on the list of entertainment features—which have been planned by A. D. White, chairman of the General Committee on Entertainment, Mrs. W. W. Woods, chairman of the Committee on Entertainment of Visiting Ladies, and G. C. Shepard, chairman of the Banquet Committee—will be a concert and reception to be held at the Drake Hotel on Sunday, October 18, for men attending the convention and their families.

On Monday night there will be a dinner dance for both men and women at one of Chicago's delightful and entertaining amusement places.



F. EDSON WHITE
Who Will Talk on Livestock Production and Costs.

tage of these savings will give their opinion of the actual value of the work.

Packers' Costs And Other Problems.

Henry Veeder, a member of Institute's Legal Committee, will open the afternoon session with a talk on "The Legal Rights of Trade Associations."

Then will come two talks covering vital steps in the conduct of a packing business—"Calculating Costs and Margins," by L. B. Dorr, comptroller of the Jacob Dold Packing Company; and "How Meat Packers Can Save Money by Budgetary Control," by J. O. McKinsey, of the University of Chicago.

Professor McKinsey is an outstanding authority on accounting and financial management and is especially familiar with packinghouse problems of financial control. Mr. Dorr is making a special study of packers' costs, and is writing a series of articles for THE NATIONAL PROVISIONER on the subject.

An important talk during the afternoon session will be on "Late Developments in Packinghouse Equipment." H. M. Shulman will talk at this session on "The Efficient Disposal of By-Products," and is expected to outline plans which many packers will want to consider for their own use.

A forum on waste elimination also is included in this program. John A. Hawkinson, chairman of the Committee on Elimination of Wastes in Distribution, and others will tell of the possibilities for saving money for the entire meat and live stock industry, and the consumer of meat as well, through effecting certain econom-

Style Show for the Ladies.

While the men are listening to a program of sound, practical talks on the livestock situation and the general outlook for the packing industry on Tuesday morning, the women will be enjoying a real treat. A special style show will be given for them in the Circassian Walnut Room at Marshall Field & Company, under the direction of Mrs. Genevieve Reid. Only the Institute party will be present, and every woman will have a



E. A. CUDAHY, JR.
Who Will Speak on the Pork Situation for 1926.

splendid opportunity to see what is what in hats, dresses, coats and such things.

The party will go to and from the Drake in taxis. A luncheon will be served in the famous Marshall Field restaurant, and there will be ample chance for shopping expeditions after the luncheon.

Tuesday night has been left open to permit members to see shows that they may want particularly to see, and to utilize their time as they wish.

The Annual Banquet.

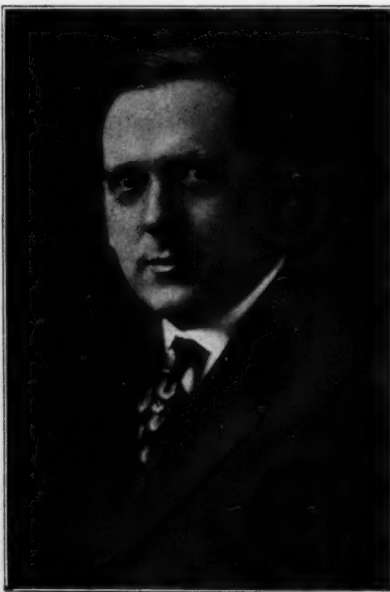
The Public Conference on Education and Industry will occupy the time of everyone on Wednesday, with the annual banquet scheduled for the men on Wednesday night. Chairman Guy Shepard is keeping the exact details under cover, but has assured everyone that it will be a great affair.

While President Oscar G. Mayer is introducing speakers at the dinner, the ladies will be comfortably seated at the Illinois Theater, enjoying one of the most popular musical shows of the season, "The Grab Bag," and one of the funniest men on the stage, Ed Wynn.

Inasmuch as it will be practically impossible to procure tickets to the theater party at the last moment, the chairman requests that tickets be ordered well in advance for all women who desire to attend.

Details of other features of the convention have been described in previous issues of THE NATIONAL PROVISIONER and in the Institute's bulletins.

Notices also have been sent out regarding room reservations at the Drake. The old rule of "first come, first served" still applies.



ARTHUR D. WHITE
Who is in Charge of Entertainment Program for the Convention.

Money Given Away on Livestock Freights

What the Packer Shipper Loses When He Accepts Shipping Point Weights Instead of Weighing at Destination

Many packers can't buy their hogs, cattle and sheep at neighboring yards and drive them into their plants for slaughter.

Livestock must be shipped from concentration points or bought at large markets and shipped some distance to the packer buyer.

When this occurs there is considerable shrinkage in weight in transit between shipping point and point of destination.

In THE NATIONAL PROVISIONER of June 13, 1925, attention was called to the fact that packers are required to pay only for the "gaunt" or empty weight at destination. Yet many packers continue in the same old routine of paying for weight at time of shipment.

Why Pay for What You Don't Get?

The packer wouldn't go out to a farm, let the farmer give his hogs all the feed and water they would take, then weigh them and pay him on the basis of this weight.

Yet he is doing exactly the same thing when he fails to weigh at destination the livestock shipped to him, and to pay his freight bills on the basis of destination weight.

Perhaps he reasons that this is not very much each time, and it's hardly worth the effort to save it. Besides, it would be necessary to install a scale, and he doubts if this would pay.

If he stops to figure what he loses on a car of hogs he might change his mind.

The minimum weight of a double-deck car is 23,000 lbs. and on a single deck 17,000 lbs. Most cars are loaded well over these weights, and the shrinkage can be taken care of in the overage.

Giving Away \$100 Per Car.

As a test, ten consecutive shipments of hogs to packers were checked for shrinkages in transit. These ten shipments consisted of 26 cars, on which a shrinkage of nearly 22,000 lbs. was shown. At the current market price for hogs this would be more than \$100 per car.

Can any packer these days afford to give away \$100 per car to the railroad company, or to anyone else?

The railroads will bill on "gaunt" weight if certain minor requirements are complied with. But if the packer prefers to pay them a premium on each car they haul, they seem quite satisfied to have him do so.

Do Your Own Weighing.

The way to correct the difficulty is for each shipper packer to install his own scale. It won't cost much, and the

price will soon be saved. One packer saved the cost in a month.

After the scale is installed, all the railroad requires is the keeping of certain simple records, and that an employee of the road have charge of the weighing. This is only fair. The packer can have his representative on hand, too, if he desires.

The following article emphasizes losses suffered by packers, as outlined in the previous article in THE NATIONAL PROVISIONER of June 13. It gives some telling facts that will make packers think and act—if they want to operate on an economical basis.

Weigh Your Livestock at Destination!

In previous articles, and in answer to subscribers' questions, THE NATIONAL PROVISIONER has urged packers throughout the country to arrange for weighing their livestock "gaunt" at destination—that is, before feeding or watering—so as to get the benefit of these weights instead of the weights at point of shipment, when animals had just been "filled."

Reports from several concerns indicate that arrangements have been made for the use of this system, and that a considerable saving per car has been effected.

There is no good reason why every packer buying and shipping stock to his plant should not enjoy this privilege. It would be just as absurd for him to pay for his hogs on the weights taken at the farm after they are stuffed with feed, instead of at the yards or packinghouse.

New York packers are particularly

fortunate in being able to get destination weights on stuff where delivery is effected through either the New York or Jersey City yards. Weights taken at the public stockyards are accepted by the railroads as official weights, and charges are revised to this basis.

What a Weighing Test Showed.

It is interesting to know that a test was made on a number of shipments destined to various New York concerns during 1924 for the purpose of learning the actual yield on stuff from various markets.

The results of this test were tabulated and introduced as an exhibit in the Eastern Rate Case by B. M. Bryan, traffic expert, representing the New York district packers. A few of the figures are as follows:

From Chicago—794 cars of hogs, weighing at Chicago 20,687,120 lbs.; at New York, 18,840,586 lbs. The transit shrink was 8.92%.

From Indianapolis—521 cars of hogs, weighing at Indianapolis 13,495,770 lbs.; at New York 12,209,567 lbs. The transit shrink was 9.33%.

From St. Paul—30 cars of hogs, weighing at St. Paul 799,932 lbs.; at New York, 695,280 lbs. The transit shrink was 13.08%.

From Kansas City—26 cars of hogs, weighing at Kansas City, 665,680 lbs.; at New York, 585,613 lbs. The transit shrink was 12.02%.

Saving Made Per Car.

It is difficult for the layman to comprehend just what these shrinkages mean, unless they are set out on a per car basis. To convert these to that basis is a matter of simple calculation.

The minimum weight per double deck car of hogs is quite generally 23,000 lbs., but the average loading is in excess of that amount. During the period of the test the average weight as received at New York was 23,837 lbs., and the average weight invoiced slightly in excess of 26,000 lbs.

For easy figuring, we will count the average weight, if origin weight less fill had been used, 25,000 lbs. This would have made the saving per car as follows:

	P. O. shrink.	Shrink in billing* lbs.	Rate at N. Y.	Saving per car.
Chicago	8.92	1780	.50%	\$ 9.77
Indianapolis	9.33	1783	.53%	9.54
St. Paul.....	13.08	2670	.81	21.63
Kansas City.....	12.02	2405	.88	19.96

*600 lbs. per car deducted to offset the allowed fill.

It will be noted that the longer the haul, the higher the rate, the greater the shrinkage, and the greater the saving per car.

What One Packer Saved.

In the previous article (THE NATIONAL PROVISIONER, June 13) one concern was (Continued on page 44.)

"Stop, Look, Listen!"

There is no season of the year at which careful judgment in the hog buy is more desirable than it is now, and will be for the coming month or six weeks.

If the hog runs remain light, every care should be exercised to see that the market is not bid up on the basis of enthusiasm alone, to be paid for

Why Lose \$100 a Car?

Are you paying freight on livestock, Mr. Shipper Packer, or on feed and water?

Have you ever figured whether it would pay you to install a scale to weigh livestock shipped in?

If you saved from \$50 to \$175 on each car of hogs, it wouldn't take very long to pay for a scale.

Do you instruct your order buyer to insert on the bill of lading this condition:

"Livestock to be weighed by consignee and destination weights used on billing."

If you have been asleep, Mr. Packer, wake up!

Why play Santa Claus to the railroads?

later in good-sized figures on the red side of the ledger.

The report of storage stocks at Chicago on October 1 is encouraging. Considerable quantities of product moved into consumption during the past four weeks. Lard stocks declined more than fifteen million pounds since September 1, and are way under those of a year ago.

Throwing Away Their Gains.

During the early part of September hogs showed a better cut-out return than had been the case for a long

time. When packers found they were making some money on their daily cutting, they immediately began increasing their buy. This sent hogs sky-rocketing and once again the cutting profits the packers had just begun to enjoy were thrown away.

There is no way of estimating just what the American packing industry lost during the year now nearing its close as a result of daily hog cutting losses, but some of the best authorities in the industry figure that \$100,000,000 would be a safe estimate!

Use of the "Short Form Hog Test" every day will enable the packer to play safe. It is the means by which he knows on which side of the ledger he is, and just how much he can afford to pay for his hogs each day.

This week's test is worked out on the basis of live hog and product prices at Chicago on October 1, 1925. Deductions have been made from the Chicago selling price for shrink, loading expense, selling commission, and No. 2 product.

SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of October 1, representing actual transactions, Chicago, that date.

Product—	160 to 180 lbs.				180 to 220 lbs.				225 to 250 lbs.			
	Avg.	Percent live weight.	Price	Amount.	Avg.	Percent live weight.	Price	Amount.	Avg.	Percent live weight.	Price	Amount.
Reg. Hams	10/12	13.90	.21½ ¹	\$2.99	14/16	13.75	.21½ ¹	\$2.96	14/18	13.00	.20 ¹	\$2.60
Picnics	4/5	5.50	.16 ²	.28	5/7	5.60	.15½ ²	.87	6/8	5.50	.15½ ²	.84
Boston Butts		4.10	.23 ³	.94		4.00	.23 ³	.92		4.00	.23 ³	.92
Pork Loins (blade in) ..	6/8	9.50	.29 ³	2.76	8/10	9.10	.28 ³	2.55	10/12	8.75	.26 ³	2.27
Bellies	8/10	11.50	.27½ ²	3.16	8/14	10.70	.26 ²	2.78	12/16	5.00	.24 ²	1.20
Bellies									16/20	6.25	.20½ ⁴	1.28
Fat Backs									8/12	4.50	.16½ ⁴	.75
Plates and Jowls....		1.75	.13½ ⁴	.24		2.00	.13½ ⁴	.27		2.00	.13½ ⁴	.27
Raw leaf		1.75	.16½ ⁴	.28		2.00	.16½ ⁴	.33		2.30	.16½ ⁴	.37
P. S. lard, rend. wt..		11.70	.1642½	1.92		13.75	.1642½	2.26		11.75	.1642½	1.93
Spare ribs		1.15	.15½ ⁴	.18		1.00	.15½ ⁴	.15		1.00	.15½ ⁴	.16
Lean trimmings....		1.60	.15¾ ⁴	.25		1.50	.15¾ ⁴	.24		1.50	.15¾ ⁴	.24
Rough feet		1.60	.02	.03		1.25	.02	.03		1.25	.02	.03
Tails		0.15	.10	.02		0.10	.10	.01		0.10	.10	.01
Neck bones		0.80	.04½	.04		0.65	.04½	.03		0.65	.04½	.03
Total cutting yield..		65.00				65.40				67.55		
Total cutting value (100 lbs. live wt., Chicago)				\$13.69				\$13.40				\$12.90

¹ ¼c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

² ¼c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

³ 1c per pound has been deducted for selling and delivery expense and for shrink.

⁴ 1c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

CREDITS:			
TOTAL CUTTING VALUE (from above).....	\$13.69	\$13.40	\$12.90
Edible and inedible killing offal value....	.45	.47	.49
TOTAL GROSS VALUE.....	\$14.47	\$13.87	\$13.39
CHARGES:			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$13.40	\$13.35	\$13.30
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.65	.59	.56
Killing condemnations and death losses in transit (say 1 per cent of live cost)....	.13	.13	.13
TOTAL OUTLAY per 100 lbs. alive:	\$14.18	\$14.07	\$13.99
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	.04	.20	.60
Loss per hog.....	.07	.40	\$1.42½

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

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PAUL I. ALDRICH, Editor and Manager.

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tinue except by letter.

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promptly.

If there is any delay, please save the
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NATIONAL PROVISIONER, Old Colony Bldg.,
Chicago, Ill.

This will aid us in obtaining proper
service for you from the Post Office.

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Packer Should Play Safe

A surprisingly heavy hog run appeared
at Chicago the first day of this week, it
being evident that a good many new
crop hogs were included. In fact, there
were plenty of hogs of all kinds.

This may be the beginning of the fall
hog run. Or it may have been only a
decision on the part of a number of
farmers that this was a good time to
realize on their hogs.

Many in the trade believe that the hog
runs will not start in earnest this year
until later than usual, and that the real
peak of the runs will not be evident until
February, or possibly even March. These
opinions of hog runs carry with them the
idea of some reduction in hog prices, but
no considerable drop before the first of
the year.

There is some reason to believe that
the fall run may start soon, however.
In spite of last year's short corn crop
there was a good deal of old corn held in
certain sections of the country in the
belief that there would be a heavy de-
mand and high price for it before the new
crop matured. This high price did not
materialize, and toward the end of the
season it became increasingly apparent
that it would be more profitable to feed
the corn to hogs.

In some sections the new crop corn is
ready for feeding, and has been for several
weeks. Although this year's crop will not
be the largest that has ever been produced
it still promises to be one of the large
crops of recent years, and a farm price
of fifty to sixty cents is already being
talked.

An increasing number of producers are
raising hogs on the ton litter plan—that
is, a ton or more of pork from one six-
months-old litter of hogs. This is at-
tractive, because a much larger crop is
produced in a shorter time, with the same
overhead and equipment.

Good pigs of the spring farrow should
be ready in October, and a good many
pigs came in March and April. When
they were pretty well along the old corn
crop was available to supplement summer
feeds. These are the six months' pigs
that would come in October, accompanied
by the seven to eight months' hogs far-
rowed earlier in the year. Should these
runs be considerable, the price drop
would occur before the first of the year.

It is not believed that there will be a
flood of hogs either in the fall, winter or
spring, or that prices will fall to a low
level. But there is a good deal of reason
to think that there will be plenty of hogs
for trade needs, and that the price will be
considerably lower than it has been for

the past six or seven months.

The packing year which is nearing a
close has been an unusual one, and can-
not be regarded as a precedent to be
followed in the new year. Sound mer-
chandising principles and conservatism in
operation will be safe rules for the packer
to follow through the coming year.

Kansas Is for Good Meat

Kansas held a beef congress at the free
state fair at Topeka the middle of Sep-
tember, at which meat was demonstrated,
talked about and looked at by thousands
of people. It was made one of the im-
portant features of the fair.

These state fairs attract both country
and city people. The country visitor
spends much time looking over the
aristocrats of the livestock world, with a
view to improving the home herds or
seeing how nearly his own measures up
to the standard. The city visitor sees
these animals as curiosities, without a
very good understanding of just what
purpose they serve.

This year, under the joint auspices of
the National Live Stock and Meat Board
and the Kansas Livestock Association,
both the country and city dweller were
shown the real function of meat animals,
the place of meat in the diet, and the
necessity for it if a healthy survival of
the race is to persist. One of the leading
scientists of the country came half way
across the continent to tell of the need
for meat in the diet, his conclusions being
drawn from careful experimental work
covering a period of years.

More power to Kansas in her work for
good meat! It is up to the livestock and
meat interests of every other state con-
ducting an agricultural fair to see that
meat is given as much prominence.

Surely this type of meat and livestock
leadership should not be confined to
Kansas!

Meat Consumption Changes

The per capita consumption of federal-
ly-inspected meat during July, 1925, in-
creased slightly over that of June, but
showed a decline of more than a pound
from the July, 1924, consumption. This
decline is entirely in pork.

The beef and veal consumption aver-
aged 4.3 lbs., pork 4.3 lbs., and lamb and
mutton 0.3 lb., making a total for the
month of 9 lbs. In July, 1924, 10.1 lbs.
was the average consumption.

The total consumption of meat during
July totalled 1,019,000 lbs., of which 489,-
000 was beef and veal, 491,000 pork and
39,000 mutton and lamb.

PRACTICAL POINTS FOR THE TRADE

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Hog and Beef Casings

A casings dealer is interested to learn the very best method for handling and grading hog bungs, hog middles and beef weasands. He says:

Editor The National Provisioner:

Will you be kind enough to give us at your convenience the very best method of working hog bungs, and the measurements for the various grades, also please advise us regarding black guts.

Can you give us the most up-to-date method of handling beef weasands?

The following instructions are offered for handling hog bungs and hog middles or "black guts."

Standard measurements for hog bungs are contained in a reprint from an earlier issue of THE NATIONAL PROVISIONER on "Buying and Testing Sausage Casings," copies of which can be obtained by subscribers by sending a 2c stamp with request for same to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Standard instructions for handling and grading beef weasands are also given.

Hog Bungs.

Following is the proper method of handling hog bungs:

The operator having a set of hog casings in front of him first pulls the bung gut. In pulling the bung the pocket of the middle gut is on the left side and the bung is close to his body. The fat is then torn off between the pocket of the middle and the bung, the tail end of the bung being somewhat hidden in the fat. This tail end is pulled out, freed from fat, skinned, and following it up is pulled out of the middle as far as it is desired to have the bungs measure in length.

After pulling the tail end of the bung, it is pulled from the crown part, removing the bung gut skin from about 15 to 20 in. from the crown downward toward the tail.

After pulling, the bung is stripped of its manure and then trimmed on a board. In trimming, the crown is hung on a nail sticking out of the trimming board. After cutting off the womb channel and removing the fat from the bung, two or three fingers are inserted into the crown and it is trimmed as closely as possible.

The hog bung is then blown with air to determine the width and put into a chilling tub for about four hours. It is pickled overnight in a very strong pickle with the water somewhat like a thick sauce. Next morning it is slimed by hand and salted and packed, 10 in a bunch, 450 to 700 pieces to a tierce.

Hog Middles.

The right method of handling hog middles, also known as "black guts" and "curly guts," is as follows:

After the removal of the ruffle fat in a set of casings, the middles are pulled apart. Pulling is from the pocket end and follows the course of the guts.

Fatting is started from the open end, using the knife for the pocket end of the middle, for which purpose it can be hung

on a peg. Pulling can also be started from the bend of the middle, first breaking the fat toward the cap end and then again from the bend toward the open end. Break the fat with the thumb without tearing it off, as there is danger of breaking the middle. Tear the fat later while stripping the manure.

To strip a middle, put the thin end of it on a water pipe which is as long as the middle itself, and which has plenty of holes at both sides and slopes slightly back so as to let the manure run out. Let the middles be supported by a ridge running under the pipe. Two pipes can be worked by one man. Then turn the middle on a smooth broom stick and wash its inside in warm water.

The middle is then chilled in slightly pickled ice water over night. On the following morning it is stripped by hand of its slime in luke warm water, salted like hog bungs and packed in bundles, 3 to 5 sets to a bundle, packed 150 sets to a tierce.

A middle should measure from 9 to 12 feet. Occasionally one short piece may be mixed in a bundle.

Beef Weasands.

No. 1 beef weasands are closely trimmed, washed, turned, and blown to full capacity as fast as produced, or as soon thereafter as possible, and dried the same day or the following night.

After drying, moisten with steam to prevent cracking in removing air.

Care should be exercised by the sticker when cattle are slaughtered, so as not to shorten length of weasand.

No. 1 weasands must be 24 in. and over in length, and 2 3/4 in. and over in width.

They must be free of grubs, but those containing a few blood stains are passable.

They are packed 25 per bundle. It is permissible to put one weasand containing one or two grubs in each bundle.

No. 2 weasands are to be 24 inches in length and any width. These may contain blood stains and grubs and are packed 50 pieces to the bundle.

All weasands are to be packed in tight containers, to keep out flies and rats. Packages may be lined with newspaper, as printers' ink helps to repel insects.

Handling Beef Bladders

The care and preparation of beef bladders is not always understood by packers. Here is a Mid-West packer who wants some information. He writes:

Editor The National Provisioner:

Would appreciate your mailing us formula for handling beef bladders.

Directions for handling beef bladders are requested by this subscriber.

The bladders must be well trimmed, necks free of fat and bladder free of manure or blood stains. They should be trimmed, blown and dried daily, as produced.

After drying and before grading, soften up by steam or hanging in moist room to prevent cracking when folding and measuring.

Grading to be as follows:

Large, neck on, 12 in. and over in width, tied 24 pieces to the bunch, 50 dozen per barrel.

Medium, neck on, over 7 inches and under 10 inches in width, packed 24 pieces per bunch, 100 dozen per barrel.

Bladders with neck on are used for sausage purposes only. Those with the neck cut off are not to be included. The ones with the neck off are to be graded same as above, but packed separately and designated as "no neck bladders." Pack in slack barrels lined with newspaper or tar paper.

Measurement of bladders should be taken across the widest part, and not the length.

VEAL WITH EGG DRESSING.

Veal is always popular at all seasons of the year. Here is a good way to serve veal steak, which will appeal to most housewives. It was taken from the recipe booklet, "Meat, and How I Cook It," issued by the National Livestock and Meat Board.

Veal With Egg Dressing.—1 lb. veal steak sliced, 3/4 cup flour, 2 eggs, salt and pepper. Cut meat into pieces of suitable size for serving. Brown each piece in fat. Mix eggs, flour and seasonings. Spread both sides of each piece of meat with the mixture. Again brown the pieces in fat. Then add boiling water and let the meat cook at simmering temperature for at least two hours. Serve hot. Beef may be substituted for veal.

Do you use this page to get your questions answered?

Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do, and LOSS to you if you don't.

Complete directions for handling both hog and sheep casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

Either or both of these may be had by subscribers; by sending in the attached coupon, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me directions for handling

sheep casings.

hog

(Cross out one not wanted.)

Name

Street

City

Enclosed find 2 cent stamp.

Sausage Put up in Pickle

Information as to the best way to make an inexpensive sausage put up in pickle is requested by a Canadian wholesale and retail meat dealer. He writes as follows regarding his problem:

Editor The National Provisioner:

My competitor is supplying the country trade with a low-priced sausage preserved in a mild pickle, which seems to be giving satisfaction.

I would like to use mostly beef briskets and beef flanks. The sausage would be required to be kept up to a month in ordinary country stores without refrigeration.

Your assistance in this will be appreciated.

During the summer months it is, particularly advantageous to the manufacturer to ship sausage in brine, as this package eliminates completely all mouldy sausage, providing there are no leaky packages.

If a sufficient supply of briskets and beef flanks, as well as some pork materials, is available, it is an easy matter to make up an inexpensive sausage to be sold in brine.

Fresh Sausage Hard to Keep.

A strictly pork sausage, which is neither smoked nor cooked, could not be expected to carry as long in brine as would link bologna, frankfurters, liver sausage, etc., which are smoked and cooked. The smoking and cooking preserves the product to a great extent, and as a rule these sausages carry a little more salt in the seasoning.

Therefore, a fresh pork sausage, even though it contains a large percentage of beef, cannot be overly salted. And being neither smoked nor cooked, it is somewhat of a risk, even under the most favorable weather conditions, to expect a customer to keep it in a country store as long as a month.

Customers should be encouraged to lay in stocks of products such as this more frequently than for a 30 days' supply, if they want to furnish their trade with a fresh product in good condition. This is true of all items of sausages put up in brine.

Packing Sausage in Brine.

Following is a method of handling sausage in brine. This pickle may be used for all sausages put up in this manner.

In making pickle for packing sausage in brine, take the ordinary 100 deg. strength pickle and add a sufficient quantity of water to reduce this pickle to about 50 deg. in strength. Some use 90 grain vinegar by adding enough water to reduce it to 50 deg. strength.

This product is usually put up in white wood packages of various sizes, kits, eighths, quarters, halves and barrels. The containers are packed to full capacity, and the customer is invoiced on the basis of net weight.

After packing the product in the packages, cover with the pickle, and before placing head in package it is a good practice to reprime, by adding a little more liquid, being sure that the product is well covered with the vinegar or brine.

After placing the head in the package, occasionally inspect each package for "leakers." Sometimes a worm hole may be found in the wood, and in this case the

liquid will leak out and the product will take air and cause mould or slime to form.

Formulas for Sausage in Brine.

It is difficult to give exact formulas for the manufacture of different kinds of moderately-priced sausage put up in brine.

For frankfurts, a good grade of frankfurter formula can be used. It is just a matter of making the necessary changes in the meats entering into this formula to make it possible to sell the product at a lower price. This will necessitate no change in the method of handling, but the changes in the meats used will enable the reduction of costs sufficiently to meet competition.

The same formula can be used for both wieners and frankfurters, the only difference being that the wieners would be stuffed in sheep casings and the franks would be a hog casing product. Or if preferred, an extra wide sheep casing can be used for the frankfurters, and a medium wide for the wieners.

Bologna in Brine.

The following formula can be used for making a bologna that works out well for bologna in brine:

50 lbs. fresh beef trimmings

20 lbs. beef chuck meat

10 lbs. fresh beef tripe

20 lbs. pork trimmings

For 100 lbs. of meat, use the following seasoning:

3 lbs. salt (if meat is fresh)

8 oz. granulated sugar (if meat is fresh)

3 oz. saltpeter (if meat is fresh)

6 oz. black pepper

2 oz. coriander

1 oz. allspice

¼ oz. peeled garlic

You need not use prepared or patent pickle preparations which claim to have mysterious values, or to guarantee against

spoilage. Mix your own cures according to directions given.

The usual method of handling in the manufacture of bologna is followed.

[Formulas and methods of manufacturing pork sausage, bologna, wienerwurst, liver sausage, Ruthenian sausage (the same as Galician), etc., have been published on these pages by THE NATIONAL PROVISIONER. Reprints may be had on application to the Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.]

Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

STEAM PIPES TOO SMALL?

By W. F. Schaphorst, M. E.

As fuel is continuing to increase in cost, it is urgent that we pay more attention to the size of our pipe lines, particularly steam pipe lines. If there is anything that is liable to cause a tremendous waste of heat, it is a steam pipe or heating coil that is too small.

Take for example the possibilities of use of exhaust steam.

Exhaust steam has a temperature of at least 212 degrees Fahr. when released to the atmosphere. It is therefore capable of heating liquids and gases to a temperature of nearly 212 degrees Fahr. However, very seldom do we find instances where waste is used to heat anything to a temperature of 212 degrees.

The method that is easiest and that costs least at first is to use small pipes, and high pressure steam is employed to do the heating. The pipes are usually so small that sufficient exhaust steam cannot get in, consequently higher pressure steam is needed.

The exhaust steam that should be used instead is wasted, because it cannot be gotten into the small pipeline in sufficient quantity. This, therefore, may double the amount of waste steam at atmospheric pressure.

Sometimes where exhaust steam from steam engines is used, the back pressure is allowed to build up to such a great extent (because of the small pipes that are provided for utilizing exhaust steam) that the engine capacity is greatly reduced, requiring the installation of an additional engine.

Larger pipes for handling exhaust steam would solve these problems in many cases, yet this is a point that is seldom thought of, because engineering practice has apparently standardized on comparatively small sizes of exhaust piping.

Before buying equipment that must be heated with steam it often pays to look into the possibility of using exhaust steam.

It is well to make a study of the relation between the temperature, pressure and volume of steam. Knowing the exhaust pressure, the temperature can be found from steam tables. The volume can also be found.

Then, knowing the volume, it is an easy matter to compute the sizes of pipe or coil needed, and it is also possible to determine to a surprising degree of accuracy just what the proper and most economical steps would be.

Figuring Sausage Costs

Are you making money on your frankfurts?

Do you make frequent tests to find out whether your frankfurts are showing a profit or a loss?

Cost of materials is likely to change over night, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S revised Sausage Test Card will help you in your figuring. Fill out the coupon below and send it in for a supply of these forms.

The National Provisioner,
Old Colony Bldg.,
Chicago.

Please send me.....Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name

Street

City

Single copies, 2c; 25 or more, 1c each; quantities at cost.

A Page for the Packer Salesman

Encourage the Salesman Methods Which Make Him Think More of Himself and His Boss

That article in a recent issue of THE NATIONAL PROVISIONER on methods of paying salesmen aroused a lot of interest among the salesmen themselves.

One car route salesman, who works under the salary and bonus system, considers his boss just about the best boss in the business (We know him, and he's right.—ED.)

This salesman tells how his organization works, and especially of the business-getting benefits of "leaders" every week.

He isn't worrying about his pay. All he wants is to be as good a man as his boss!

He says:
Editor THE NATIONAL PROVISIONER:

The writer is very much interested in the recent articles concerning the selling end of the industry.

However, there has been little said by the salesmen themselves. The "Salesmen's Column" will be a welcome addition, and should develop some real selling ideas.

In the issue of June 6th you discuss "How should Packer Salesmen be Paid?"

How He is Paid.

The writer is a car route salesman, located three hundred miles from the packinghouse, and comes in personal contact with the sales manager about once a year. We are paid a salary, a bonus on all products, and a profit-sharing bonus.

Mr. Casey in his letter in the June 6th issue speaks of a special commission on certain products for a stated time to stimulate their sale.

Would it not be more effective to use the bonus system on all products, encouraging every man to be a full-line salesman?

When the distribution of boiled hams was bad, for example, he could use boiled ham as a leader for a week or two, with the announcement that the relative standing of the salesmen would be mailed out to all salesmen at the end of the week. Use leaders frequently, or every week.

The Advantage of Leaders.

Some localities differ in respect to general volume of different products. One salesman might have a pork territory, another a heavy sausage territory. One might be working many rural towns, with a small volume in each, and still another is working the larger towns.

The week we use boiled ham as a leader, the salesman who always enjoyed a good boiled ham business would probably get his name at the head of the list. (*Show me one that does not like to see it there!*) while the man on the pork territory would be dragging along down near the boss' signature.

However, you would find that he had surprised himself, and has begun to realize that the consumption of boiled hams on



his territory was greater than he thought it was. He had been in a rut selling pork, while the other fellow was getting the boiled ham business.

But on this particular week his business shows a decided increase over the previous year, and he writes a letter to his employer, (he's feeling good now!) calling his attention to the fact.

The boss knew it all the time!

Competition in the Sales Force.

There have been as many leaders as there are salesmen in our organization, and every man has had an equal chance to "head the list."

Competition within our own ranks has become so intense that everyone has increased his business on all products. He knows them better, because he sees more of them than he does of the other fellow's!

He feels better early in the mornings, and gets a new account before the other fellow is on the job.

He gets his mail for price changes, etc., and finds that lard is up a cent, loins are scarce, "hold for full list", etc. In the same envelope is a letter of congratulation from the manager on his boiled ham sales for the week—and it just happened that the bonus checks were in this same envelope!

Hooray for the Boss.

What does he do? He fills the tank with gas and changes the oil, and away he goes full of enthusiasm.

We are not worrying about how we are paid today. Give us a better job when the time comes, and we will try and make as good a man as our "boss" is!

Yours for success,

CAR ROUTE SALESMAN.

What the Salesmen Say

Here is another expression from a packinghouse salesman who is a reader of THE NATIONAL PROVISIONER, and who takes an interest in the sales discussions on the salesman's page.

Editor THE NATIONAL PROVISIONER:

The writer is very much interested in what THE NATIONAL PROVISIONER is doing for the industry, and I feel very much at home with it every week.

I am glad you are conducting a "Salesmen's Column," and would be pleased to help it along in every way possible.

Very truly,

M. W. STULTS,
Morton-Gregson Co.

Know What You Sell Study Your Own Goods and Your Competitor's to Succeed

If salesmen were given more cooperation from their house and less criticism, says one of them, they would be able to produce better results. They have a hard enough row to hoe, as it is.

Know your company's products thoroughly, he says, and—know the other fellow's, too! Then you won't be swept off your feet in an argument.

Here is what he says:
Editor THE NATIONAL PROVISIONER:
Your "Page for Packer Salesmen" is very interesting, indeed.

The whole structure of the packer's profit seems to rest on the salesman's shoulders. Even the much-appreciated privilege of trading when pork is plentiful is denied him today.

It seems to be forgotten that when "facing the music" the salesman has to cover many a sin of the order department, the shipping department or the billing department. Such terms as "grave digger", "inefficient", etc., are thrown at him in his endeavor to repair good will for the house and show results after a good day's work, in spite of the recognized buying economy of the general public.

Points for Sales Talks.

"Talk quality instead of price" is good advice, and strikes at the root of the evil. It means closer cooperation between salesmen and sales managers, and better training for the former.

Not only should the salesman know the quality of his own goods, but those of his competitors also.

A portion of each sales meeting should be set aside for an analysis of the other fellow's goods, with the good and bad points compared and demonstrated. Salesmen, car route salesmen and department foremen should be encouraged to voice their opinions.

The salesman who knows the other fellow's goods will not easily be swept off his feet in an argument.

The foreman who sees the other fellow's goods can adapt or improve on their good points, and the boss, hearing the diversity of opinions, will be given new ideas.

Instead of hammering at the salesman, give him better assistance, Mr. Packer, which will enable him to perform his duty better and happier.

What do you say, fellow salesmen—am I right or wrong?

Yours very truly,

ERICH STEPHAN.

New York, Sept. 12, 1925.

ON THE JOB, DEAD OR ALIVE.

The efficiency expert had passed away, and as the pallbearers approached the casket to carry the remains to the cemetery, the corpse suddenly sat up.

"How many pallbearers are there?" he asked.

"Six," replied the startled man.

"Cut out four of them," said the corpse with a sigh.

Ideal Results in Retail Meat Distribution

J. F. Rinaldi, Syracuse, N. Y., is a typical small Meat Retailer. "Jim Vaughan" saves him about \$35.00 a week. Read what he writes:

Gentlemen:

I have a small market on the outskirts of the city.

My butcher quit, and I ordered your machine shipped by express—the best thing I ever did!

I have never hired a meat cutter since, though my business has increased. You saved me that expense.

To prove what a help it is, Saturday before Christmas I waited on 43 customers in 56 minutes, my wife wrapping and making the change.

Would I dispense with "Jim?" I'll say not. If I had use for it, would buy another. It cuts with less waste more high price cuts. Has brought me new customers. They prefer meats cut on the machine, so even and no bone splinters.

I can see in the near future every market will have one. Customers will demand it.

I have a grinder, slicer and ice machine. I think your machine the best investment I ever made.

Am enclosing my photo. The smile on my face will prove how well pleased I am. Before I purchased "Jim" I had a frown, as I was always tired out, but thanks to your labor saver, those days are over.

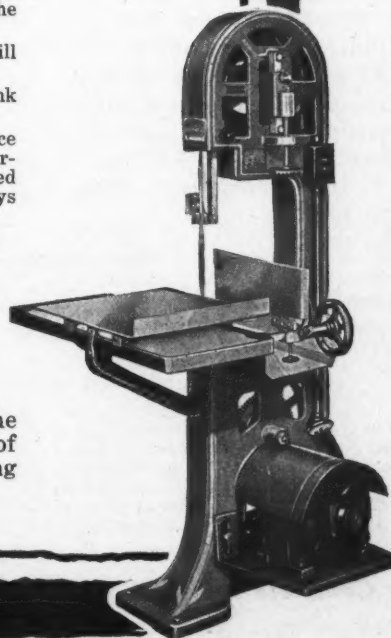
Yours truly,

J. F. RINALDI.

NOTE:—Mr. Packer and all those interested in the Retailers' problems:

Less effort! Less expense! Pleased customers! More Profit!

Isn't that enough proof that "Jim" is "the medium" which helps solve the problem of more economical retailing and increasing meat consumption?



There's only one "Jim Vaughan"

VAUGHAN COMPANY

730-740 North Franklin Street, Chicago, Ill.

Yes, we have openings for high-class district managers

Guesswork or Certainty?



HUNDREDS, and in many cases thousands, of dollars in Extra Profits due to

- elimination of spoiled and substandard product
- savings of steam and labor
- uniform quality and appearance of product
- increased output

these savings are common with packing plants who eliminate the guess and inaccuracy of *hand* control of temperatures with the certainty of Powers *automatic* control.

If you want bigger profits make this free test

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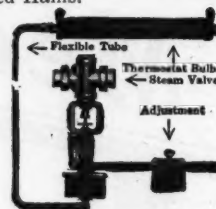
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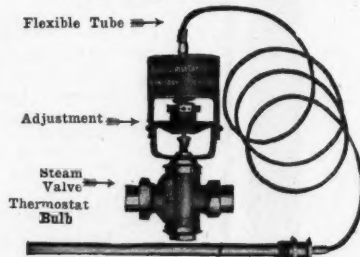


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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Easier—Trade Moderate—Hog Receipts Larger—Hogs Weaker—Cash Trade Moderate.

The market for hog products the past week has been somewhat easier under the influence of a larger hog run than expected, lower hog markets, hedging pressure and liquidation and limited support. The weakness in the grain markets had a depressing influence as well, and the bulk of the support was limited to shorts.

The export demand continued disappointingly small, apparently the result of the higher prevailing levels here than abroad, and this tends to offset to some extent the strength in the domestic cash situation, especially that prevailing in meats.

Hogs Still Profitable to Feed.

The increased marketing of hogs, brought about presumably by the strength in livestock prices last week, and which brought about a decline of 50¢@75¢ in the hog level compared with a week ago, the top at Chicago getting down to \$13.70, and the average to \$12.70, nevertheless continued at an extremely profitable feeding basis, compared with the prevailing levels for corn.

Sentiment is mixed and the outstanding interest in the market does not appear to be of large proportions. As a result there is a ready disposition to follow the hog trend, and a noticeable disposition to await developments.

Market Lacks Speculative Demand.

In most quarters there is a belief that the strength in provision and grease situation will not undergo any marked downward reactions until after the turn of the year, but nevertheless the market has been experiencing a lack of important speculative demand, especially so in lard.

There has been some selling of that commodity against purchases of cottonoil, partly for eastern and southern account, and the relative cheapness of cottonoil, and consequently compound, which appears to be enjoying a fairly satisfactory trade and enjoying some of the pure lard business, is one of the factors that has been tending to restrict domestic lard consumption.

The price of cottonoil, however, is comparatively low, and is said to have reached practically a soap kettle level, so that any important absorption of this oil by the soap trade might easily develop into an important factor on the constructive side of lard, as the prospective production of cottonoil this year appears to be no greater than that of last year, though the carryover of old oil was about 200,000 bbls. greater than a year ago.

It is argued that the feature against this as a price stimulant in lard is the prospective expanding in hog raising due to low corn prices and high hog levels, and the prospects of increased feeding of

corn at the present levels, and a better quality of hogs to come in the future.

Export Outlook Poor.

The export outlook continues rather dismal. Foreign takings are small, and consignments not as large as of late, while it is said that consigned stocks abroad total fairly well.

The German duty took effect on October 1st, but this no longer appears to be an important feature in the market, and it is not believed that the moderate duties will affect the German lard buying greatly, and that the European lard demand as a whole depends upon the prevailing conditions in competing articles.

The export trade is difficult to size up for the future, but at the same time it is difficult to see how the other side can get along with any smaller imports than they have the past six months or year back. It is interesting to note that for the eight months ended August exports of meats were 28 per cent below the 1924 level, while exports of animal oils and fats during the same period were 26 per cent smaller. The declines in exports were largest in the cases of fresh pork, pork sides, hams, bacon and lard.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending September 26, 1925, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Week ending—				Jan. 1, 1925*
	Sept. 26, 1925.	Sept. 27, 1924.	Sept. 19, 1925.	Sept. 26, 1925.	
Hams and Shoulders, including Wiltshires.					
Total	1,091	1,092	2,105	203,800	
To Belgium .....	...	8	104	6,983	
Germany .....	...	...	...	337	
Netherlands .....	...	...	...	742	
United Kingdom	791	1,507	1,775	171,846	
Other Europe .....	...	...	...	2,150	
Canada	250	158	176	11,237	
Cuba	41	15	20	4,054	
Other countries .....	...	...	...	...

	Week ending—				Jan. 1, 1925*
	Sept. 26, 1925.	Sept. 27, 1924.	Sept. 19, 1925.	Sept. 26, 1925.	
Bacon, including Cumberlands.					
Total	3,765	7,038	5,048	155,239	
To Belgium	329	640	319	3,354	
Germany	433	946	13	12,388	
Netherlands	17	495	280	3,281	
United Kingdom	2,312	4,143	2,876	93,634	
Other Europe	518	265	1,506	21,625	
Canada .....	...	46	50	2,572	
Cuba	30	31	...	15,787	
Other countries	85	472	4	2,598	

	Week ending—				Jan. 1, 1925*
	Sept. 26, 1925.	Sept. 27, 1924.	Sept. 19, 1925.	Sept. 26, 1925.	
Lard.					
Total	12,041	15,155	7,061	525,026	
To Belgium	115	471	290	6,258	
Germany	6,429	7,777	106	159,917	
Netherlands	284	2,309	346	30,111	
United Kingdom	2,436	3,079	6,207	161,471	
Other Europe	1,217	102	1,861	39,080	
Canada .....	...	151	68	6,544	
Cuba	1,300	1,025	826	58,248	
Other countries	860	341	288	61,297	

	Week ending—				Jan. 1, 1925*
	Sept. 26, 1925.	Sept. 27, 1924.	Sept. 19, 1925.	Sept. 26, 1925.	
Pickled Pork.					
Total	329	252	324	18,959	
To Belgium .....	...	...	...	94	
Germany .....	...	...	...	236	
Netherlands .....	...	5	...	104	
United Kingdom	46	72	137	2,272	
Other Europe .....	...	...	...	1,385	
Canada	233	198	92	4,800	
Cuba	25	...	15	2,974	
Other countries	25	7	80	7,044	

	Week ending—				Jan. 1, 1925*
	Sept. 26, 1925.	Sept. 27, 1924.	Sept. 19, 1925.	Sept. 26, 1925.	
Hams and Shoulders, M lbs.					
Boston .....	...	...	...	...
Detroit .....	...	...	...	...
Port Huron	444	340	965	279	
Key West	250	30	883	...	
New Orleans	41	5	1,274	50	
New York	49	3,313	5,346	...	
Philadelphia .....	...	...	...	...

*Revised to August 31, including exports from all ports. †Report not received.

August Provision Exports.

The following table gives the official exports for August and 8 months ended August, with comparisons for last year:

	Aug., 1925.	8 mos. ending Aug., 1925.	Aug., 1924.
	Lbs.	Lbs.	Lbs.
Pork—			
Pickled	2,487,000	17,688,000	2,864,000
Beef—			
Fresh	334,000	2,471,000	171,000
Pickled	1,913,000	14,202,000	2,274,000
Oil	7,359,000	67,841,000	8,639,000
Bacon	11,974,000	118,694,000	24,149,000
Hams and Shldrs.	16,747,000	186,953,000	24,772,000
Lard	45,740,000	472,618,000	75,937,000
Neutral	1,848,000	12,501,000	1,800,000
Compounds	1,813,000	7,942,000	503,000
Cot. S. Oil.	2,819,000	32,875,000	1,449,000

The September deliveries went out quite weak, especially lard, with fair deliveries on contract the last day or so, and owing to renewed weakness in the grain list.

The average weight of hogs last week was about 250 lbs. against 247 the same week last year.

The weekly Government weather report indicated that practically all of the corn crop is now safe from frost and that the possible frost damage this year would be more negligible than for some years past.

PORK—The market was steady in the east with the undertone firm; offerings well held and mess quoted at \$41; family, \$46.00@48.00 and fat backs \$39.50@43.50.

At Chicago mess quotable at \$38.

LARD—The market was easier with hogs, liquidation and a more limited cash trade. At New York prime western quoted at \$17.40@17.50; middle western, \$17.30@17.40; city, 17¼@17¾c; refined continent, 18¾c; South American, 19½c; Brazil kegs, 20½c; and compound, 13@13½c.

At Chicago regular lard in round lots at 10c over October, loose lard 2½c over October and leaf lard 20c under.

BEEF—The market was very strong with demand fair and offerings not large. At New York mess quoted at \$18@19; packet, \$20@21; family, \$22@24; extra India mess, \$35@37. No. 1 canned corned beef, \$2.75; No. 2, \$5; pickled tongues, \$55@60, nominal.

SEE PAGE 37 FOR LATER MARKETS.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on September 30, 1925, are reported by the Chicago Board of Trade as follows, with comparisons:

	Sept. 30, 1925.	Aug. 31, 1925.	Sept. 30, 1924.
Mess pork, new, made since Oct. 1, '24.			
bbls.	663	912	405
Other kinds of bblid. pork, bbls.	18,278	10,718	23,243
P. S. lard, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	25,271,810	46,753,557	44,615,721
Other kinds lard, made since Oct. 1, '24.			
S. R. middles, made since Oct. 1, '24, lbs.	3,560,293	5,599,582	5,571,894
D. S. cl. bellies, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	2,448,902	4,296,190	2,239,497
D. S. cl. bellies, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	14,740,853	15,779,955	20,995,173
D. S. rib bellies, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	6,750,934	7,890,173	6,401,228
Ex. sh. cl. middles, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	1,872,817	2,051,504	95,663
Ex. sh. rib middles, made since Oct. 1, '24.			
Oct. 1, '24, lbs.	465,571	1,085,619	5,000
D. S. sh. fat backs, lbs.			
Oct. 1, '24, lbs.	2,448,902	4,296,190	2,239,497
D. S. shldrs., lbs.			
Oct. 1, '24, lbs.	1,477,153	2,551,519	2,848,011
S. P. hams, lbs.			
Oct. 1, '24, lbs.	22,786,542	28,121,380	31,856,061
S. P. skd. hams, lbs.			
Oct. 1, '24, lbs.	18,905,218	20,950,534	18,090,358
S. P. bellies, lbs.			
Oct. 1, '24, lbs.	9,202,281	11,084,740	12,762,284
S. P. Califs. } or plonics, lbs.			
Oct. 1, '24, lbs.	8,019,948	19,118,740	9,595,782
S. P. shldrs., lbs.			
Oct. 1, '24, lbs.	108,090	158,500	204,113
Other cuts of meats, lbs.			
Oct. 1, '24, lbs.	6,311,751	7,579,562	5,081,611
Total cut meats, lbs.	103,101,188	110,786,052	110,288,557

AUGUST INSPECTED SLAUGHTER.

Animals slaughtered under federal inspection during the month of August, 1925, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	6,658	1,847	47,233	3,627
Brooklyn	3,432	8,301	26,085	
Buffalo	9,154	3,776	72,465	12,040
Chicago	156,805	42,371	352,394	251,798
Cincinnati	10,884	7,311	51,894	5,407
Cleveland	8,506	11,412	45,282	15,933
Denver	7,982	2,429	13,989	10,927
Detroit	6,057	6,801	64,286	8,383
Fort Worth	40,645	67,493	10,090	9,956
Indianapolis	11,944	2,779	81,391	7,574
Jersey City	4,444	7,155	35,894	28,159
Kansas City	121,769	57,510	130,636	89,151
Milwaukee	9,576	16,409	60,989	8,096
National Stock Yards	36,118	15,791	98,229	43,012
New York	28,823	42,041	57,405	146,061
Omaha	67,061	7,467	145,355	132,638
Philadelphia	8,295	7,787	32,285	17,716
St. Louis	15,046	5,210	96,153	7,809
St. Paul	29,638	4,106	133,590	13,196
South St. Joseph	43,299	12,448	98,175	48,250
South St. Paul	47,511	33,502	104,611	26,497
All other establishments	127,017	74,446	729,633	120,408
Total, August, 1925	811,144	438,772	2,432,825	1,030,751
Total, August, 1924	785,981	374,480	3,070,206	1,063,108
8 mos. ended Aug., 1925	6,132,774	3,900,580	28,951,453	7,972,074
8 mos. ended Aug., 1924	5,828,854	3,234,475	35,276,289	7,771,763

Goats slaughtered at all establishments, August, 1925, 1,438.

Inspections of lard at all establishments, 101,555,370 pounds; compound and other substitutes 40,812,924 pounds. Corresponding inspections for August, 1924: Lard, 127,481,793 pounds; compound and other substitutes 26,484,713 pounds. (These totals do not represent actual production, as the same lard or compound may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned in July, 1925: Cattle, 6,835; calves, 750 hogs, 11,540; sheep, 846.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 26, 1925, with comparisons:

	Week ended Sept. 26, 1925.	Week ended Sept. 27, 1924.	Nov. 1, 1924.
To			
United Kingdom.....	25	25	2,338
Continent	224	224	11,554
West Indies	406	175	5,915
B. N. A. Colonies	120	120	120
Total	406	424	19,927

BACON AND HAM, LBS.

	8,290,000	9,376,250	448,514,410
United Kingdom.....	3,437,500	3,337,000	57,218,450
Continent	153,000	230,000	230,000
St. & Ctl. Amer.	153,000	230,000	230,000
West Indies	395,000	395,000	395,000
B. N. A. Colonies	80,500	308,500	864,500
Other countries			
Total	11,808,000	13,569,750	507,152,360

LARD, LBS.

	3,288,225	3,031,675	198,906,911
United Kingdom.....	6,985,257	11,298,860	329,407,270
Continent	324,000	100,928	4,729,688
St. & Ctl. Amer.	101,652	2,482,576	2,482,576
West Indies	3,220	21,700	100,242
Other countries			
Total	10,700,702	14,585,815	535,626,687

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	3,361,000	8,345,702	
Boston	2,218,000		324,000
New Orleans	406		2,051,000
Montreal	406	11,808,000	10,700,702
Total week	575	15,163,200	5,547,626
Previous week	241	8,321,000	19,999,103
2 weeks ago	424	13,569,750	14,585,815

Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Sept. 26, 1925:

	1924-1925	1923-1924.	Decrease.
Pork, lbs.	3,985,400	7,083,000	3,047,600
Bacon & Hams, lbs.	507,152,360	716,922,285	209,769,925
Lard, lbs.	535,626,687	770,979,972	235,353,285

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for July, 1925, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF AND VEAL.

	3-yr. avg. ¹	July 1924.	1925.	3-yr. avg. ¹	January 1924.	1925.
Inspected slaughter:						
Cattle	728,768	764,104	862,053	4,872,870	5,042,873	5,321,680
Calves	376,417	421,292	472,819	2,651,290	2,859,995	3,161,808
Carcasses condemned:						
Cattle	4,766	5,410	6,835	39,705	46,225	50,434
Calves	538	542	750	8,083	8,286	7,017
Average live weight:						
Cattle, lbs.	955.97	949.28	946.43	974.38	967.32	966.42
Calves, lbs.	176.58	181.40	184.18	168.29	163.60	164.45
Average dressed weight:						
Cattle, lbs.	521.17	516.81	501.94	534.16	520.48	522.25
Calves, lbs.	100.62	102.67	103.72	91.62	96.09	95.00
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	377,114,590	392,100,646	429,268,123	2,578,024,096	2,590,644,465	2,749,786,810
Veal, lbs.	37,900,430	43,198,402	48,962,997	241,782,250	273,707,077	298,788,506
Storage:						
Beginning of month—						
Fresh beef, lbs.	34,335,000	37,028,000	36,452,000	59,175,000	52,789,000	50,839,000
Cured beef, lbs.	21,446,000	22,390,000	25,102,000	22,969,000	23,700,000	28,158,000
End of month—						
Fresh beef, lbs.	27,091,000	29,435,000	26,970,000	51,460,000	55,139,000	58,390,000
Cured beef, lbs.	20,487,000	20,377,000	22,704,000	21,979,000	23,383,000	27,304,000
Exports: ²						
Fresh beef and veal, lbs.	105,892	171,786	328,926	1,860,836	1,529,164	2,180,416
Cured beef, lbs.	1,899,101	1,620,286	1,584,335	13,278,626	11,531,058	12,289,456
Canned beef, lbs.	170,652	64,706	152,396	1,238,900	927,808	1,350,689
Oleo oil and stearin, lbs.	9,336,362	9,245,295	8,781,358	65,978,046	59,217,567	65,082,572
Tallow, lbs.	4,054,244	3,458,596	1,297,422	19,696,419	18,982,131	11,346,174
Imports:						
Fresh beef and veal, lbs.	2,298,173	1,667,968	1,468,956	11,945,538	13,769,550	7,884,886
Receipts, cattle and calves ³	1,803,884	1,798,024	1,909,702	11,801,758	12,013,361	12,537,447
Stock and feeder shipments ⁴	205,164	189,070	243,160	1,061,945	1,471,142	1,506,967
Cattle on farms January 1	66,506,000	64,928,000				

	\$ 7.27	7.19	7.55	7.13	7.22	7.55
Cattle, average cost for slaughter ..	\$ 8.02	7.61	8.08	8.45	8.37	8.75
Calves, average cost for slaughter ..						
At Chicago—						
Cattle, good steers	\$ 9.86	10.08	11.96	9.99	10.49	11.02
Veal calves	\$ 9.02	8.57	10.91	9.01	9.00	9.77
At eastern markets—						
Beef carcasses, good grade	\$15.90	14.86	18.30	14.94	15.84	15.83
Veal carcasses, good grade	\$16.40	15.86	16.96	16.95	17.28	17.31

HOGS, PORK AND PORK PRODUCTS.

	3,733,857	4,113,814	2,819,385	29,275,464	32,206,063	26,498,628
Inspected slaughter, hogs	16,395	17,262	11,540	118,579	129,496	101,270
Carcasses condemned	236.22	237.22	241.14	226.69	224.95	224.66
Average live weight, lbs.	179.69	178.67	182.38	173.74	170.77	170.55
Total dressed weight (carcass, not including condemned), lbs.	366,888,971	731,930,946	512,094,771	5,059,284,049	5,467,086,868	4,459,675,133
Lard per 100 pounds live weight, lbs.	16.81	17.31	14.27	17.11	17.49	15.62

Storage:						
Beginning of month—						
Fresh pork, lbs.	177,534,000	186,566,000	168,527,000	150,184,000	218,800,000	218,990,000
Cured pork, lbs.	651,975,000	686,072,000	570,128,000	594,238,000	567,248,000	584,629,000
Lard, lbs.	143,557,000	152,520,000	145,919,000	85,495,000	91,513,000	130,225,000
End of month—						
Fresh pork, lbs.	158,985,000	164,049,000	131,935,000	160,983,000	214,133,000	210,341,000
Cured pork, lbs.	627,747,000	646,536,000	537,601,000	615,168,000	576,446,000	587,635,000
Lard, lbs.	145,445,000	149,672,000	145,924,000	99,334,000	105,846,000	142,336,000
Exports: ²						
Fresh pork, lbs.	2,609,832	1,821,647	566,413	18,529,983	19,621,899	13,106,834
Cured pork, lbs.	62,090,768	56,136,323	37,422,251	436,980,388	445,087,063	315,316,602
Canned pork, lbs.	210,273	220,892	345,474	1,727,434	1,709,632	2,743,954
Sausage, lbs.	1,082,407	950,419	778,156	6,633,979	7,528,256	7,876,026
Lard, lbs.	75,897,195	89,154,743	51,644,747	569,775,638	633,347,348	437,533,721
Imports: Fresh pork, lbs.	77,996	169,631	785,081	697,063	926,462	4,322,503
Receipts of hogs ³	3,750,729	4,091,365	2,798,187	30,105,454	33,503,324	27,025,520
Stock and feeder shipments ⁴	20,174	22,627	35,362	173,143	330,161	326,040
Hogs on farms January 1	66,130,000	54,234,000				

	\$ 8.17	7.60	13.31	8.25	7.20	12.06
Average cost for slaughter	\$ 8.76	8.20	13.77	8.48	7.43	12.32
At Chicago—						
Live hogs, medium weight						
At eastern markets—						
Fresh pork loins, 10-14 pounds ⁵ ..	\$17.78	16.36	25.20	16.71	15.44	21.87
Shoulders skinned	\$12.21	10.82	18.78	12.39	10.47	16.04
Picnics, 6-8 pounds	\$11.65	9.50	18.03	11.30	9.28	14.96
Butts, Boston style	\$14.75	14.42	22.67	14.75	13.38	20.01
Bacon, breakfast	\$23.83	20.21	31.25	23.40	19.88	27.16
Hams, smoked, 10-12 pounds	\$24.44	21.28	27.26	23.63	20.64	24.50
Lard, tierces	\$12.70	12.98	18.72	12.43	12.36	17.69

SHEEP, LAMB AND MUTTON.

	902,211	1,050,734	1,071,074	6,507,578	6,708,655	6,941,323
Inspected slaughter, sheep and lambs ..	877	870	846	6,227	6,332	6,506
Carcasses condemned	73.97	73.64	75.20	80.80	80.90	82.25
Average live weight, lbs.	35.87	35.75	36.79	38.64	38.41	39.32
Total dressed weight (carcass, not including condemned), lbs.	35,562,347	37,539,466	39,373,688	250,753,788	256,973,288	272,234,965

Storage, fresh lamb and mutton:						
Beginning of month, lbs.....	3,398,000	2,917,000	1,535,000	3,650,000	22,282,000	22,159,000
End of month, lbs.....	2,772,000	2,257,000	1,349,000	3,414,000	22,248,000	21,931,000
Exports, fresh lamb and mutton, ² lbs.....	269,122	268,075	294,659	1,212,913	951,449	1,013,192
Imports, fresh lamb and mutton, lbs.....	167,130	41,946	96,166	4,221,368	1,801,699	455,395
Receipts of sheep ³	1,669,846	1,671,593	1,698,555	10,715,021	10,389,717	10,890,661
Stock and feeder shipments ⁴	205,801	225,910	193,022	1,043,011	940,019	969,353
Sheep on farms January 1.....		38,300,000	39,134,000			
Prices per 100 pounds:						
Average cost for slaughter.....	\$11.84	11.94	13.50	12.54	13.10	14.48
At Chicago—						
Lamb, 84 pounds down, medium—						
prime.....	\$13.17	13.10	14.69	13.75	14.24	15.31
Sheep, medium to choice.....	\$ 6.23	6.10	7.48	7.54	7.91	8.33
At eastern markets—						
Lamb carcasses, good grade....	\$25.58	25.34	27.17	25.88	25.99	26.05
Mutton, good grade.....	\$16.85	14.92	15.36	16.63	17.09	17.03

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—While the volume of business in tallow was not very large the situation was extremely tight both here and in the west, and there was every indication that higher prices would have to be paid to secure round lots. Some moderate quantities of extra New York were offered on a basis of 10½c f. o. b.; but important consumers refused to take hold of small lots at that level, but intimated strongly that they would entertain offers of round lots at that figure.

The producer appears to be well sold up, and there is no important quantities apparently pressing on the market anywhere. As a result, the undertone is strong and the trade bullish.

The coconut oil markets have been very firm as have other soapmakers' materials, but there is one feature that bears watching as far as tallow is concerned, and that is the cottonoil situation.

For a week or ten days reports have been circulated in the cottonoil trade that soapmakers have been fair to good buyers of cottonoil, and any decline in that commodity from this level, it is felt, will result in important absorption of oil by soapmakers. This factor however, has not disturbed the tallow market, as confidence prevails that tallow will continue tight until the early part of next year.

The tallow situation, it is argued, is not an artificial one, and one which cannot be overcome easily and might extend for quite a period of time. At New York, extra is quoted at 10½c bid, special 10¼c and edible 11¼c.

At the London auction on September 30th, 770 casks were offered, 260 were sold at unchanged prices from the previous week; mutton selling at 49s@51s 6d; beef, 47s 6d@50s 6d and good mixed at 47s.

At Liverpool Australian tallow was unchanged for the week with fine quoted at 49s and good mixed at 46s 3d.

At Chicago the market is quiet and strong due to scarcity of stocks and it is said that tallow loose sold at 10½c in that market. Chicago quotes edible tallow 10¼@11c; fancy, 10¼c; and prime packer at 10½c.

STEARINE—The market was rather quiet but very steady at the 16c level in New York with offerings moderate and a fair demand in evidence slightly below the present level.

At Chicago oleo quoted at 15½@16c.

OLEO OIL—The market was quiet but steady, largely in sympathy with the other commodities. N. Y. extra quoted at 16¼c asked; medium 15c asked and lower 13c asked.

At Chicago extra quoted 15¼c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—A better demand has been in evidence of late and the market as a result was slightly firmer. Raw materials were strong the early part of the week, but later eased somewhat. At New York edible quoted 20½c; extra winter, 17¼c; extra, 14¼c; extra No. 1, 13½c; No. 1, 13¼c; No. 2, 13c.

NEATSFOOT OIL—The market enjoyed a pretty good demand and was firmer with the raw materials strong. At New York pure quoted at 14¼c; extra, 13½c; No. 1, 13¼c; cold test 17¼@18c.

GREASES—A strong market for grease continued in evidence due to a combination of factors, such as strength in tallow and coconut oil, firmness in palm oils and with good grades of grease reported rather scarce. In some quarters it was

said that there was a pretty good export interest for the better grades.

Offerings were moderate, sentiment was strong as the belief appeared to prevail that soap-making greases continue strong until after the turn of the year.

At New York yellow quoted at 9½@9¾c; choice house, 9@9¼c; A white 10¼c; B white, 10c; and choice white held as high as 15¼c.

At Chicago the market was firm but not active owing to scarcity of stocks. Chicago choice white grease quoted 13¼@14c; A white, 10½@10¾c; B white, 10@10¼c; yellow, 9½@9¾c; and brown, 8½@8¾c.

Packinghouse By-Products

Blood.

Chicago, Oct. 1, 1925.

Sellers are still holding out for \$4.60 for high grade ground blood and South American is now priced at \$4.50 c.i.f. Thus far buyers are without interest.

	Unit ammonia.
Ground	\$4.40@4.50
Crushed and unground	4.15@4.30

Digester Hog Tankage Materials.

Supplies are exceptionally small for this time of the year and sellers are still firm at their asking price of \$4.00 to \$4.50 for plain to fancy unground, as against buyers' ideas of \$3.50 to \$4.00. The latter claim that they are having great difficulty in obtaining \$65 for 60 per cent digester.

	Unit ammonia.
Ground, 10 to 12% ammonia	\$4.25@4.50
Unground, 11 to 13% ammonia	4.10@4.25
Unground, 8 to 10% ammonia	3.75@4.00

Fertilizer Tankage Materials.

So far as the Middle West is concerned, offerings of unground and ground are scant. Ground 7 per cent to 8 per cent, packed in bags, brought \$3.00 points west of Kansas City, shipment to the Pacific Coast. South American 10 per cent to 12 per cent ground is held at \$4.50 c.i.f., as against counterbids of \$4.25.

	Unit ammonia.
High grade, ground, 10-12% ammonia	\$3.30@3.40
Lower grade, ground, 6-9% ammonia	3.00@3.15
Medium to high grade, unground	2.85@3.10
Renderers and lower grade, unground	2.50@2.75
Hoff meal	3.75@3.85
Grinding hoffs, pig toes, dry, per ton	32.00@42.00

Bone Meals.

Sellers and buyers are around \$2.00 to \$3.00 per ton apart in their views and trading was practically at a standstill.

	Per ton.
Raw bone meal	\$30.00@45.00
Steam, ground	26.00@30.00
Steam, unground	21.00@24.00

Cracklings.

Soft pressed pork and beef cracklings are very scarce for this time of the year. However, the market had a lower tendency for both the soft and hard pressed. Producers of 50 per cent protein meat scraps claim they cannot find outlet for the increased price of \$70 per ton.

	Per ton.
Pork, according to grease and quality	\$80.00@90.00
Beef, according to grease and quality	55.00@75.00

Bones, Horns and Hoofs.

Offerings are very scarce and buyers are not showing much interest, owing to

the manufacturers in this country, as well as abroad, being well stocked ahead.

	Per ton.
Horns, unassorted	\$50.00@100.00
Culls	34.00@38.00
Hoofs, unassorted	33.00@35.00
Round shin bones, unassorted	42.00@45.00
Flat shin bones, unassorted	40.00@42.00
Thigh, Blade & Buttock bones, unassorted	38.00@42.00

(NOTE.—Foregoing prices are for mixed carloads or materials indicated above.)

Glue and Gelatine Stock.

All price changes in this branch of the market tended upward, especially on the glue stocks. Offerings are exceptionally small for this time of the year.

	Per ton.
Calif stock	\$28.00@30.00
Rejected manufacturing bones	38.00@42.00
Horn piths	30.00@32.00
Cattle jaws, skulls and knuckles	31.00@32.00
Junk and hotel kitchen bones	27.00@29.00
Sinews, pizles and hide trimmings	20.00@22.00

Animal Hair.

Trades were limited since sellers were asking from 3c to 4c per pound for processed grey and \$10.00 to \$15.00 per ton for coil dried. Winter contracts higher than buyers are willing to concede.

	Per lb.
Coil dried, lb.	3¼ @ 4¼
Processed, lb.	6¼ @ 10
Dyed	8 @ 12
Cattle switches (110 to 100) each	5¼ @ 4¾
Horse tails, each	50 @ 60
Horse mane hair, green, lb.	12 @ 14
Unwashed dry horse mane hair, lb.	18 @ 21
Pulled horse tail hair, lb.	60 @ 75

Pig Skin Strips.

Market very quiet with buyers bidding around 2c per pound under what the sellers are holding out for.

Prime No. 1, tanner grade, per lb.	6 @ 7
Edible grades, unassorted	4 @ 5

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 30, 1925.—Late last week one or two fertilizer manufacturers decided to cover on tankage and about 300 to 400 tons were sold for October delivery at prices ranging from \$4.10 to \$4.25 and 10c f.o.b. New York for ground material. There is now very little available for shipment before November.

About 2,000 tons of unground dried fish scrap have been sold at \$4.50 and 10c f.o.b. fish factory for fertilizer manufacturers. Fishing is not very good and the price is firm at this figure.

South American ground tankage was sold at \$4.50 and 10c and blood at \$4.40 and 10c f.o.b. Southern ports for October and November shipment. Cracklings are easier and lower prices prevail with very little buying interest at the present time.

PORK CUTS AT NEW YORK.

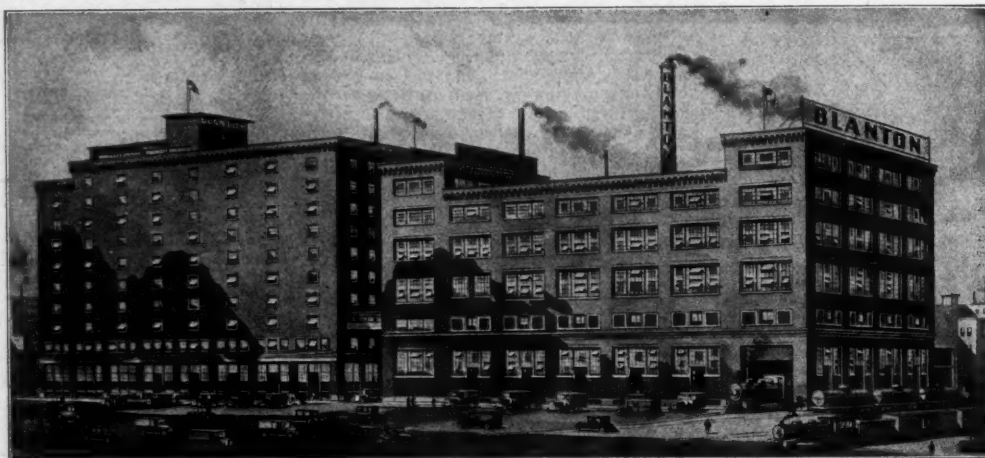
(Special Report to The National Provisioner from H. C. Zaun.)

New York, September 30, 1925.—Wholesale prices on green and S. P. meats: Pork loins, 36@38c; green hams, 8-10 lbs., 26c; 10-1 lbs., 26c; 12-14 lbs., 26c; green picnics, 4-6 lbs., 19@20c; 6-8 lbs., 18@19c; green clear bellies, 6-8 lbs., 29c; 8-10 lbs., 28½c; 10-12 lbs., 28c; 12-14 lbs., 28c; S. P. bellies, 6-8 lbs., 25c; 8-10 lbs., 26c; 10-12 lbs., 26c; 12-14 lbs., 25½c; S. P. hams, 8-10 lbs., 25c; 10-12 lbs., 25c; 12-14 lbs., 24c; 18-20 lbs., 24c; dressed hogs, 21¼c; city steam lard, 17¼c; compound, 12¼c.

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SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., October 1, 1925.

Daily trading in refined cottonseed oil on the New Orleans futures market is at more attractive prices than crude oil can be bought for and refined. No deliveries so far of October, and none are expected before the latter part of the month, as a premium is being paid for spot crude over refined. Expect compound manufacturers and soap makers to enter this market heavily on any further declines.

Prime crude cottonseed oil offering light, demand wide spread and active; $8\frac{3}{4}$ c generally bid for immediate and prompt; $8\frac{5}{8}$ c November and December. Mills are practically not selling any shipments on declines, having recently sold against seed purchases, many as far forward as November and December. No pressure whatever as yet from Texas, and indications now are that Texas compound manufacturers will bid eagerly for crude oil in that state during the next 30 days, causing a very tight spot and nearby situation, as Texas usually furnishes most of the early crude cottonoil.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., October 1, 1925.—Prime cottonseed delivered Dallas, \$38.00; drouth-grown seed, \$35.00@36.00, depending on quality; prime crude cottonseed oil, f.o.b. Dallas, $8\frac{3}{4}$ c; 43 per cent cake and meal, f.o.b., \$36.00; hulls, \$10.00; mill run linters, $4\frac{1}{2}$ @6c. Markets inactive the past week; weather favorable for cotton; crop conditions improving.

YOUNG JOINS HENTZ & CO.

Jerome Lewine, of H. Hentz & Company, New York, announced this week an important extension of the activities of his firm. Beginning October 1st S. Cassels Young, president of the Young Commission Company, well-known in the trade as brokers in cottonseed oil and grease products, will be connected with H. Hentz & Co. The office of the Young Commission Co., at No. 231 South La Salle Street, Chicago, will be operated by H. Hentz & Company and connected with the New York office of the latter firm by direct private wire. The Chicago office will be under the management of R. Needham Ball.

VEGETABLE OIL IN BRAZIL.

The latest census figures on the vegetable oil industry in Brazil show that there are 82 oil mills in that country, containing 261 presses. The state of Sao Paulo leads in vegetable oil production, having 14 mills. Ceara is next with 12, followed by Pernambuco with 9, and Para and Sergipe with 6 each.

The principal raw products used by Brazilian oil mills in the manufacture of their product are cottonseed, cocoanuts, linseed, castor beans, Babassu nuts and various other kinds of nuts.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, September 1 to September 30, 1925, bbls.

VEGETABLE OIL MARKETS.

COCONUT OIL—The market was decidedly firm the past week and promised to remain tight for quite a little while, due in part to limited spot supplies and reports that two or more boats scheduled to bring oil to the States had been taken out of the trade. The strength in tallow, a stronger market in butter, and general strength in the grease market helped the upturn.

At New York Ceylon barrels quoted at $13\frac{1}{4}$ c; tanks, 12c; Cochín barrels, $13\frac{3}{4}$ c; tanks coast, $10\frac{3}{4}$ @ $11\frac{1}{4}$ c.

SOYA BEAN OIL—The market was quiet and more or less nominal on the basis of $11\frac{1}{4}$ @12c, sellers tanks, Pacific coast. Domestic oil quoted 12c tanks middle west.

CORN OIL—The market was easier, apparently affected by an easier range in cotton oil and owing to the fact that buyers were holding off at the moment. At New York refined barrels, $13\frac{1}{2}$ @ $13\frac{3}{4}$ c; cases, \$13.88; tanks f.o.b. mills, 10 @ $10\frac{1}{4}$ c.

PALM OIL—A stronger market following the strength in tallow and coconut oil and evidence of a good demand for palm oils created a stronger situation. Spot supplies continue limited.

At New York Lagos spot quoted $9\frac{1}{2}$ @ $9\frac{3}{4}$ c; shipment, $9\frac{1}{4}$ c; Nigre spot, $8\frac{3}{4}$ @ 9 c; shipment, $8\frac{3}{4}$ @ $8\frac{1}{2}$ c.

PALM KERNEL OIL—A nominal market prevailed, but the undertone was strong and demand was good. Casks New York quoted at 11 @ $11\frac{1}{4}$ c; forward shipment quoted at $10\frac{1}{2}$ @ $10\frac{3}{4}$ c.

PEANUT OIL—Little or nothing was heard of in the trade; the market is said to be practically a nominal affair.

SESAME—The situation in this oil as far as the local trade is concerned is nominal.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Inter state Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Easier—Trade Small—Crude Lower—Seed Moving Freer—Cash Trade Fairly Good—Cottonseed Oil Comparatively Cheap.

A very modest trade featured the market for cottonseed oil futures on the New York Produce Exchange the past week, and as a result prices were slightly easier due to a lowering in crude values, but in the main the result of a weak lard market and absence of outside speculative buying of oil futures.

The conditions within the market itself were of a constructive character, and this probably accounted for the very limited selling pressure that has been in evidence throughout the week.

Good Demand for Crude Oil.

A freer movement of seed and apparently lower seed prices brought about a lowering in crude values, but the crude offerings were readily absorbed and the crude market appeared to have struck a basis where there was an extremely good demand from refiners, soapmakers and packers.

Commission houses have been on both sides of the future market in a small and unimportant way. However, there has been rather steady buying of December and January through certain sources of late that has reached fairly liberal volume and which is credited to one of the leading refining interests. This is one of the peculiar features of this market at the present time as ordinarily refiners should be sellers of futures at this season of the year in the way of hedging purchases of crude oil.

Hedging Differential Not Profitable.

At the same time there has been fair selling of March that had every evidence of hedging pressure, but the volume of hedging thus far this season has been extremely light. This is partly due unquestionably to the fact that refiners and packers have been absorbing crude against cash sales for immediate and future delivery which did not necessitate hedging operations.

At the same time the hedging differential between crude and the future market was not a profitable one. This may have had some influence on the cash buyer, although it is not likely that anyone in the trade is apt to carry any considerable amounts of crude unhedged so early in the season with the bulk of the crop still to come out, and likely to be an important factor later on.

At any rate there has been no material selling pressure. The lard differential narrowed somewhat due to a sharp break in that commodity, but the present spread between oil and lard speaks extremely well for cottonoil and compound distribution.

Compound demand is said to be looking upward and cash oil trade has been fair though not as good as some have expected.

The tallow situation was very tight with the market apparently fully 10½¢ New York and there has been buying of crude oil by soapmakers as a result and inquiries from other soap manufacturers. In fact it has been said that a further slight lowering of cottonoil will probably uncover important soapmakers' absorptions. This is a factor to be reckoned with this season, as those in the grease trade are confident that there will be no important upsets in the grease situation until after the turn of the year at the earliest.

Look For Export Trade to Develop.

At the same time, it is confidently expected by some of the shrewd factors that a revival of export interest in cotton oil will develop at the 10¢ level or anything under that figure. Some argue that it will be necessary this season for the soap trade to absorb possibly 200,000 bbls. and the export trade fully as much.

These figures to a close observer would appear excessive. It is said that owing to embargoes on seed, for some reason or other, quite a little seed has been going back to the farm. And it is a known fact that once the seed is carried back home, it seldom gets back to the mill except at high prices.

Against such reports the argument could be put forth that the same cry is issued practically every season to some extent. However, there are well informed factors that are stressing this feature at the present time, not in the way of a bullish factor on values, but stressing it as creating the belief that even should the cotton crop prove slightly larger than

last year, the possibilities are that the crush of seed will be no greater than last season.

Should the crush this year prove the same as a year ago or slightly in excess, and consumption this season equal that of last, the trade would be faced with a carryover approximately the same at the end of this season as at the end of last season. But should the soap making material markets be such that they actually force the soapmaker to absorb 100,000 to 200,000 bbls., then the technical position would be strengthened to just that extent.

August Oil Consumption Good.

The consumption in August the first month of the new season was 255,000 bbls., or 95,000 bbls. more than the same month last year. Estimates on the consumption in September range from 275,000 to 300,000 bbls., against 157,000 bbls. in September last year, and 207,000 bbls. in September two years ago.

The cottonoil trade at present is in the midst of the best consuming period of the season, and with supplies sufficient to meet requirements the trade is in a position to move important quantities the next few months and not be caught short of stocks as they were at this time a year ago.

Aside from the prospects of a slightly larger cotton crop, a decidedly better corn crop than last year and low corn levels which are conducive of profitable feeding and increased raising of hogs at anything like the present corn and hog level, there is little in the situation that one can actually point to that is against cottonoil at the present moderate levels.

The heavy ginnings have been harped on until they have lost their influence as a factor, and the water shortage and resultant power shortage has been so effective in preventing enormous accumulations of stocks such as expected that the good consumption that has been going on has been sufficient to lead many to believe that no great stock will be broken up until after the end of this year.

The best buying of December and January of late is regarded by many as having been brought about as a protection against the strong tallow situation and there is little or no doubt but what the tallow and coconut oil situation might easily have more influence on cotton oil for the next few months than they had had any year since the ending of the war.

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New
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COTTONSEED OIL—Market transactions:

Friday, September 25, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot	1063 a	1100
Sept.	200 1075 1074	1063 a 1070
Oct.	1800 1050 1046	1048 a 1050
Nov.	400 1041 1033	1038 a 1041
Dec.	900 1030 1027	1031 a 1032
Jan.	400 1034 1030	1034 a 1038
Feb. ....	.....	1039 a 1045
Mar.	1800 1049 1045	1048 a 1050
April ....	.....	1052 a 1060

Total sales, including switches, 6,500 bbls. P. Crude S. E. 9½ Asked.

Saturday, September 26, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot	1063 a	1070
Sept. ....	.....	1063 a 1070
Oct.	800 1049 1044	1049 a 1050
Nov.	500 1038 1038	1035 a 1040
Dec.	600 1035 1030	1034 a 1035
Jan.	100 1037 1037	1035 a 1037
Feb. ....	.....	1040 a 1046
Mar.	2000 1050 1044	1049 a 1050
April ....	.....	1052 a 1060

Total sales, including switches, 6,800 bbls., P. Crude S. E. 9½ Asked.

Monday, September 28, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot	1040 a	1100
Oct.	900 1043 1042	1044 a 1047
Nov.	600 1035 1030	1030 a 1035
Dec.	400 1028 1027	1027 a 1029
Jan.	2200 1030 1028	1028 a 1029
Feb. ....	.....	1033 a 1040
Mar.	1000 1046 1012	1044 a 1046
April ....	.....	1048 a 1055
May .....	.....	1060 a 1065

Total sales, including switches, 6,300 bbls., P. Crude S. E. 9½ Asked.

Tuesday, September 29, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	.....	1045 a 1075
Oct.	1000 1047 1041	1049 a 1050
Nov.	200 1027 1026	1033 a 1040
Dec.	2600 1026 1025	1031 a 1035
Jan.	2300 1034 1025	1032 a 1035
Feb. ....	.....	1037 a 1041
Mar.	900 1045 1036	1044 a 1045
April ....	.....	1048 a 1058
May .....	.....	1055 a 1065

Total sales, including switches, 16,600 bbls. P. Crude S. E. 8½-9 Asked.

Wednesday, September 30, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot	100 1050 1050	1040 a 1060
Oct.	1100 1050 1043	1042 a 1044
Nov.	100 1035 1035	1025 a 1030
Dec.	1100 1039 1024	1023 a 1026
Jan.	2200 1041 1026	1025 a 1026
Feb. ....	.....	1029 a 1033
Mar.	2600 1050 1036	1036 a 1037
April ....	.....	1038 a 1046
May .....	.....	1048 a 1058

Total sales, including switches, 7,300 bbls., P. Crude S. E. 8½ Asked.

Thursday, October 1, 1925.

	Range—	Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	.....	1035 a 1060
Oct.	1040 1035 1036	1038

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, October 1, 1925, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$21.00@23.00	\$21.50@23.00	\$23.00@25.00	22.50@24.00
Good	18.00@21.00	16.50@20.50	19.00@22.00	18.00@21.00
Medium	14.00@17.00	13.50@16.50	14.00@18.00	14.00@17.00
Common	11.00@14.00	12.00@13.50	12.00@14.00	11.00@13.00
COWS:				
Good	13.00@15.00	13.50@14.50	14.00@15.00	13.00@14.00
Medium	11.00@13.00	11.50@13.50	11.00@13.00	11.50@13.00
Common	9.00@11.00	10.50@11.50	10.00@11.00	9.50@11.50
BULLS:				
Good .....	.....	.....	.....	.....
Medium	8.50@9.00	.....	.....	.....
Common	8.00@8.50	.....	.....	.....
*Fresh Veal:				
Choice	21.00@23.00	.....	24.00@26.00	21.00@22.00
Good	18.00@21.00	.....	22.00@24.00	18.00@20.00
Medium	14.00@18.00	15.00@17.00	18.00@21.00	15.00@18.00
Common	12.00@14.00	13.00@15.00	15.00@18.00	.....
Fresh Lamb and Mutton:				
LAMB:				
Choice	23.00@30.00	27.00@28.00	30.00@31.00	30.00@31.00
Good	25.00@26.00	27.00@27.00	27.00@29.00	28.00@29.00
Medium	22.00@25.00	23.00@25.00	25.00@27.00	25.00@27.00
Common	18.00@22.00	21.00@23.00	22.00@24.00	.....
MUTTON:				
Good	13.00@16.00	15.00@17.00	15.00@17.00	.....
Medium	11.00@13.00	13.00@15.00	13.00@14.00	15.00@16.00
Common	9.00@10.00	10.00@13.00	10.00@12.00	12.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. avg.	30.00@32.00	31.00@33.00	33.00@35.00	32.00@35.00
10-12 lb. avg.	28.00@30.00	31.00@33.00	31.00@33.00	30.00@33.00
12-15 lb. avg.	25.00@27.00	28.00@30.00	28.00@30.00	27.00@30.00
15-18 lb. avg.	22.00@23.00	25.00@27.00	25.00@27.00	24.00@25.00
18-22 lb. avg.	2.00@21.00	22.00@24.00	23.00@25.00	23.00@24.00
HAMS: (skinned)	23.00@25.00	.....	.....	.....
SHOULDERS:				
Skinned	19.00@20.00	.....	20.00@23.00	21.00@24.00
PICNICS:				
4-6 lb. avg.	16.50@17.50	.....	.....	20.50@21.00
6-8 lb. avg. ....	.....	18.50@19.50	18.00@19.00	20.00@20.50
BUTTS:				
Boston Style	24.00@26.00	.....	25.00@27.00	24.00@26.00
SPARE RIBS:				
Half Sheets	16.00@18.00	.....	.....	.....
TRIMMINGS:				
Regular	16.00@17.00
Lean	19.50@21.00

Veal prices include "skin on" at Chicago and New York.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products broke sharply, hogs declining \$1.00 per cwt. in three days, causing liquidation and hedging pressure, together with a disappointing cash trade. Technical position strengthened, as covering caused a rally. Lard stocks at Chicago decreased nearly 24,000,000 lbs. last month, and the total is less than 29,000,000 lbs., against 50,000,000 lbs., last year.

Cottonseed Oil.

Cottonseed oil is in a rut and is dull and about steady; not affected by lard weakness, owing to lack of hedging pressure or speculative selling. Market influenced by scattered support of cash oil; demand quiet; compound demand good. Crude oil, Southeast, immediate; 83½¢; future deliveries, 85¢; Valley futures, 83½¢.

Quotations on cottonseed oil at Friday noon were: October, \$10.36@10.40; November, \$10.15@10.25; December, \$10.18@10.22; January, \$10.22@10.25; February, \$10.25@10.30; March, \$10.34@10.35; April, \$10.38@10.45; May, \$10.50@10.52.

Tallow.

Tallow, extra, 10½¢.

Oleo Oil and Stearine.

Oleo stearine, 16¢.

FRIDAY'S GENERAL MARKETS.

New York, October 2, 1925.—Spot lard at New York, prime western, \$17.20@17.30; middle western, \$17.05@17.15; city, \$17.25; refined continent, \$18.50; South American, \$19.25; Brazil kegs, \$20.25; compound, \$13.00@13.25.

Liverpool Provision Markets.

Liverpool, October 2, 1925.—(By Cable.)—Shoulders, squares, none; picnics, 82s; hams, American cut, 120s; bacon, Cumberland cut, 119s; short backs, 114s; bellies, clear, 136s; Wiltshires, 118s; Canadian, 126s; spot lard, 89s.

Hull Oil Market.

Hull, England, October 2, 1925.—(By Cable.)—Refined cottonseed oil, 44s 6d; crude cottonseed oil, 41s 6d.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Sept. 26, 1925, with comparisons, as follows:

	Week ending Sept. 26.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	8,777½	7,896	8,438½
Cows, carcasses	799	1,016½	1,169
Bulls, carcasses	92	252	404
Veals, carcasses	11,435	8,009	9,420
Hogs and pigs			
Lambs, carcasses	28,907	28,760	31,942
Mutton, carcasses	4,653	3,574	4,747
Beef, cuts, lbs.	310,248	423,532	112,643
Pork, cuts	816,100	966,800	764,365
Local slaughters:			
Cattle	9,511	9,017	11,269
Calves	15,026	13,386	15,524
Hogs	40,347	37,615	52,797
Sheep	45,996	46,813	47,338

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Sept. 26, 1925, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
New York City	2,254	4,089	308	12,388
New York	1,201	2,308	16,288	1,169
Central Union	2,085	1,315		16,544
Total	5,540	7,712	16,596	30,101
Previous week	7,748	12,742	19,411	43,621
Two weeks ago	8,567	11,520	18,550	42,789

LARD AND GREASE EXPORTS.

Exports of lard from New York Sept. 1 to Sept. 30, were 37,302,019 lbs.; tallow, none; greases, 2,356,400 lbs.; stearine, none.

Hog Supplies This Year

Hog receipts at Chicago during September totalled 448,812, one of the smallest monthly totals since 1920.

At East St. Louis the hog run, 299,482 head, was the third largest September on record. Omaha receipts were nearer normal, at 187,700, the lightest since 1921.

The average weight of hogs at Chicago was 250 lbs., the heaviest in three years, and with one exception equal to the heaviest average for September since 1910.

With three exceptions—1922, 1923 and 1924—the hog runs at the 11 principal markets were the heaviest for September since 1910.

In the first nine months of this year the 11 markets received 5,219,000 less hogs than the receipts of a year ago. The receipts so far in 1925, with comparisons for the same periods in each of the six years preceding, were as follows:

1925	22,535,000
1924	27,754,000
1923	27,472,000
1922	20,917,000
1921	21,138,000
1920	21,366,000
1919	23,212,000

This year's receipts of hogs compare very favorably with other years of normal production.

Cattle and sheep receipts at Chicago showed a decline, cattle numbering 249,817 and sheep 419,230. The cattle receipts were the second smallest for September since 1915. The year's top price was made during the month, when fat steers reached \$16.35.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Sept. 26, 1925, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Veal carcasses		200
Canada—Pork tenderloins		750 lbs.
Canada—Fresh pork loins		13,915 lbs.
Canada—Quarters beef		256
Canada—Smoked pork		2,776 lbs.
Canada—Lamb carcasses		938 lbs.
Canada—Beef tongues		3,011 lbs.
England—Corned beef		700 lbs.
England—Beef cubes		200 lbs.
England—Smoked pork		800 lbs.
Germany—Smoked hams		5,948 lbs.
Switzerland—Bouillon cubes		100 lbs.
Ireland—Smoked pork		687 lbs.
Ireland—Smoked ham		286 lbs.
So. America—Corned beef, in tins		10,006 lbs.
So. America—Beef livers		500 lbs.
So. America—Beef tenderloins		24,000 lbs.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending September 26, 1925, with comparisons:

	Week ending Sept. 26.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,421	2,580	3,048
Cows, carcasses	751	543	823
Bulls, carcasses	150	254	391
Veals, carcasses	1,357	1,296	1,845
Lambs, carcasses	8,657	7,690	10,627
Mutton, carcasses	870	877	1,427
Pork, lbs.	319,387	346,966	350,166
Local slaughters:			
Cattle	2,338	2,234	2,381
Calves	2,358	2,188	2,472
Hogs	15,806	12,059	19,201
Sheep	5,932	6,533	6,140

TRADE GLEANINGS.

Contract has been let for the new cold storage addition to the plant of the Nuckolls Packing Co., Pueblo, Colo. Cost will be around \$100,000.

Contract has been let by H. C. Bohack, Inc., Metropolitan avenue, Brooklyn, N. Y., for an addition to their packing plant at an estimated cost of \$350,000.

Summers Fertilizer Company, Inc., Clinton and Fifth streets, Baltimore, Md., plans to rebuild its fertilizer plant which burned recently with a loss of \$300,000.

The Katz Packing Co., St. Paul, Minn., will be known as the United Packing Co. after Oct. 1. It is stated that this is a change in name only, as no change in personnel or ownership is contemplated.

The Cudahy Packing Company's new branch house in Hattiesburg, Miss., was recently thrown open to the public. The hundreds of visitors who inspected the new \$40,000 structure were entertained with refreshments and music.

It is reported that the packing plant of Fred C. Gross and Brothers, Milwaukee, Wis., has been sold to Armour and Company for a consideration of \$100,000. It is said that the present officers of the company will remain in charge.

The meat packing plant of the Peninsula Packing Co., Iron River, Mich., will be offered for sale on October 19 to satisfy the demands of creditors. The plant was built six years ago, representing an investment of more than \$100,000, but was finally closed on account of managerial difficulties, and has been standing idle for some time.

CINCINNATI PACKERS' SCHOOL

Evening classes for packinghouse employees covering pork and beef operations and inedible offal were started last week at the University of Cincinnati, Cincinnati, Ohio. The opening session was attended by 48 students.

The Institute of American Meat Packers and the Cincinnati Meat Packers' Association are cooperating with V. H. Drufner, supervisor of evening courses in engineering and commerce of the University, in putting on these courses. Armin Sander, of the A. Sander Packing Co., Cincinnati, has been selected as instructor. Classes are held on Wednesday evenings from 7 to 9.

Lecturers to cover special subjects will be furnished from time to time by the Institute. The first of these special lectures will be given by Dr. C. Robert Moulton, director of the Institute's Department of Nutrition, on October 7.

Details of the arrangements will be handled by the following committee of Cincinnati packinghouse men, who will cooperate in the management of the classes:

Charles Hauck, Ideal Packing Co.; Joseph Kiefer, Jacob Vogel & Son; Henry Moellering, Lohrey Packing Co.; Armin Sander, A. Sander Packing Co.; Elmore M. Schroth, The J. & F. Schroth Packing Co.; C. W. Riley, Jr., well-known broker, secretary. Mr. Schroth is a director of the Institute of American Meat Packers.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to October 2, 1925, show exports from that country were as follows: To England, 116,067 quarters, to the continent, 42,878 quarters; to other ports none.

Exports for the previous week were: To England, 90,503 quarters; to the continent, 127,048 quarters; to other ports, none.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, October 1, 1925.

CATTLE—Excepting in between grades of fed steers, mostly short feds of light and medium weight and cows and heifers, the general trade was active. All steers closed steady to 25c higher, kinds of value to sell under \$10.00 and well finished heavies and yearlings showing the upturn. Fat cows closed steady to 25c off, lower grade kinds showing the best action. Heifers lost 25c and in spots 50c, but showed a livelier undertone at the close.

Bull prices worked back on a parity with a week earlier, export demand helping beef bulls while local and outside buying stimulated bolognas, the latter closing mostly at \$5.00@5.50. Germany bought 1,700 lb. beef bulls at \$6.50.

The calf market was a supply and demand proposition, \$13.50@14.00 taking the bulk at the close.

Heavy fed steers made \$16.30, within 5c of the year's high time. A limited supply of heavies turned at \$14.50@16.25, accord-

ing to finish, most fat steers going at \$10.00@13.00. Prime yearlings reached \$16.00, the highest of the season.

The western grass run at 13,000 sold actively at \$7.65@9.50 to killers, heavy range westerns making \$11.50, with load after load of cake-fed Nebraskas at \$9.00@11.00.

HOGS—Apparently the \$14.00 mark reached late last week proved attractive to the country, as liberal consignments to Chicago and around the market circle this week exceeded those of last week and a year ago by a wide margin. These heavy supplies depressed prices sharply and all of the recent bulge disappeared.

Losses of 40@70c were recorded for the rank and file of offerings. Heavy weight butchers escaped with 50@60c downturns and medium weights ruled 60@70c lower, with similar declines in packing sow values.

Slaughter pigs continued comparatively scarce and indicated little net change from a week ago.

SHEEP—Liberal shipping orders dur-

ing the week accompanied by a contraction of country loadings of fat lambs elevated mostly \$1.00@1.25. Last week's sharp downturn curtailed shipments of native lambs fully 50 per cent, but westerns were offered more liberally at Chicago than was the case last week.

Cull native lambs shared in the price betterment on fat lambs to the extent of 25@50c, while fat aged sheep maintained steady price levels. Best fat range lambs at the close reached \$15.85, with bulk at \$15.50@15.85. Natives sold upward to \$15.50, with a liberal percentage at the outside price.

Most culls moved at \$11.50@12.00, and demand for all slaughter classes was broad.

Best fat ewes for the week brought \$8.00, with bulk at \$6.50@7.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., October 1, 1925.

CATTLE—All classes of killing steers met a fairly broad outlet during the week and closing levels are unevenly higher. Better grades of grain fed steers and yearlings were scarce and prices advanced 25@35c, while short fed offerings sold at 15@25c higher rates.

Grassers were numerous but met a good demand at strong to 15c higher prices. Mosts of the grain fed offerings were eligible to sell at \$11.00@13.00 with a few choice lots at higher figures.

The week's top was \$15.00 on yearlings; \$13.85 on weighty beefs and \$13.65 on medium weights. Short feds sold largely at \$8.75@10.50, and a few of the more desirable grass fat arrivals brought \$8.00@8.50, but most of the grass steers sold at \$6.00@7.50, with plain kinds down to \$4.50.

She stock was very uneven. Butcher cows and canners and cutters sold at about steady prices, but most heifers closed at 25c lower levels. The few grain feds that arrived held fully steady.

Bull prices advanced 15@25c. Veal calves closed fully steady, while medium weights and heavies are 50c@1.00 higher. Top vealers at the close, \$13.00, with best heavies at \$8.50.

HOGS—Trade in the hog department was rather uneven with a weaker undertone prevailing. As compared with last Thursday most sales are 15@25c lower with the medium and weighty offerings sharing the full decline. Shippers have been liberal buyers of the more desirable grades weighing 240 lbs. and under.

Best lights sold upward to \$10.25 to shippers on today's session while weighty offerings sold at \$12.80 down.

Packing sows are 15@25c lower with \$11.25@11.75 taking the bulk on late days.

SHEEP—Considerable improvement was noted in the fat lamb market for the week and prices advanced fully \$1.00 over a week previous. Desirable western lambs sold up to \$15.50, while the bulk of arrivals sold from \$15.00@15.40.

Aged sheep also met a fairly broad demand and prices advanced 25@50c over a week ago. Best western ewes sold upward to \$8.00, with other desirable lots going at \$7.50@7.75.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, October 1, 1925, as reported to THE NATIONAL PROVISIONER by leased wire by the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$13.40	\$13.85 early	\$13.00	\$13.25	\$12.75
BULK OF SALES	11.75@13.25	13.40@13.75	11.25@12.75	12.25@13.20	10.75@12.65
Hvy. wt. (250-350 lbs.), med-ch.	12.60@13.15	12.50@13.25	11.75@12.65	12.15@13.00	11.75@12.35
Med. wt. (200-250 lbs.), med-ch.	12.75@13.25	13.10@13.55	12.00@13.00	12.50@13.25	11.75@12.65
Lt. wt. (160-200 lbs.), com-ch.	12.00@13.25	13.10@13.90	12.00@12.00	12.70@13.25	12.00@12.75
Lt. lt. (130-160 lbs.), com-ch.	11.50@13.15	12.75@13.00	11.00@12.75	12.60@13.25	12.00@12.65
Packing sows, smooth and rough.	11.00@11.90	11.25@11.85	11.00@11.50	11.00@12.00	10.75@11.15
Slight. pigs (130 lbs. down), med-ch.	12.25@13.25	12.50@13.75	10.50@12.25	12.25@13.15	.....
Av. cost and wt., Wed. (pigs excluded)	12.93-232 lb.	13.41-215 lb.	11.95-261 lb.	12.81-219 lb.	.....
Av. cost and wt., Sept. (pigs excluded)	12.52-253 lb.	13.23-217 lb.	11.78-265 lb.	12.40-233 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	13.50@16.50	12.25@15.75	11.75@15.35	12.15@15.65	.....
STEERS (1,100-1,500 LBS.):					
Choice	15.25@16.50	14.00@15.50	13.25@15.35	13.50@15.50	.....
Good	11.00@15.50	11.50@14.00	9.00@13.25	9.50@13.65	9.50@12.75
Medium	8.35@11.50	7.00@11.50	7.15@9.00	7.10@10.00	6.50@9.50
Common	6.25@8.50	4.75@7.00	4.75@7.15	4.85@7.10	3.00@6.50
STEERS (1,100 LBS. DOWN):					
Choice	14.00@16.00	13.75@15.25	13.10@15.25	13.50@15.25	.....
Good	10.25@14.25	11.25@13.75	9.50@13.10	9.35@13.50	9.25@12.50
Medium	7.85@10.75	6.75@11.25	7.00@9.50	6.85@9.05	6.50@9.25
Common	5.50@8.40	4.50@6.75	4.50@7.00	4.50@7.10	5.00@6.50
Canner and cutter	4.50@5.50	3.50@4.50	3.15@4.50	3.35@4.50	3.50@4.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)....	9.25@15.00	10.00@13.25	9.00@14.25	9.00@13.65	9.00@12.75
HEIFERS:					
Good-choice (850 lbs. up).....	7.75@12.50	6.50@10.25	7.25@12.25	7.00@12.00	6.25@10.25
Common-med. (all weights).....	5.00@8.00	4.50@6.50	4.25@7.25	4.25@7.00	4.00@6.25
COWS:					
Good to choice	5.85@9.50	6.00@8.00	5.35@8.85	5.25@8.00	5.00@7.00
Common and medium	4.00@5.85	4.25@6.00	3.85@5.35	4.00@5.25	3.50@5.00
Canner and cutter	3.15@4.00	2.75@4.25	2.75@3.65	2.85@4.00	2.50@3.50
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	5.25@6.50	5.50@6.50	4.60@5.50	4.75@5.50	4.75@5.75
Good-ch. (1,500 lbs. down).....	5.50@7.25	5.50@7.00	4.90@6.00	4.75@6.00	4.75@6.50
Can.-med. (canner and bologna)...	3.00@5.50	3.25@5.25	3.00@4.60	3.00@4.75	3.25@4.75
CALVES:					
Medium to choice (milk fed exc.)..	5.00@8.25	5.50@8.50	4.50@7.50	4.50@8.50	4.50@7.50
Cull-common	3.50@5.00	4.00@5.50	3.50@4.50	3.50@4.50	3.25@4.50
VEALERS:					
Medium to choice	10.00@14.50	10.00@15.00	8.50@11.50	9.00@13.00	7.00@12.25
Cull-common	5.00@10.00	4.50@10.00	4.50@8.50	4.50@9.00	4.00@7.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (94 lbs. down)	14.00@15.85	13.50@15.75	13.00@15.40	13.25@15.50	13.00@14.75
Lambs, cull-com. (all weights).....	11.25@14.00	10.00@13.50	10.00@13.00	9.00@13.25	9.50@13.00
Yearling wethers, medium to choice.	9.75@12.75	9.50@12.50	9.25@11.75	9.50@12.50	.....
Ewes, common to choice	4.50@8.00	4.00@7.50	4.50@7.50	4.75@8.00	3.75@7.75
Ewes, canners and cull	1.50@4.50	1.50@4.00	1.25@4.50	1.00@4.75	1.50@3.75

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OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., October 1, 1925.

CATTLE—Fed steers and yearlings have been in good demand and prices held about steady for the week. Some short feds that come in competition with grassers ruled weak to 25c lower in spots. Mixed yearlings averaging 912 lbs. earned \$14.50, and 1,351 lb. steers, \$14.65. Grass steers are strong with bulk \$6.75@8.50, several loads, \$9.00@9.50.

She stock closed steady to 25c lower, while bulls, vealers and calves are strong.

HOGS—Trade factors throughout the period having a bearing on the local hog market were bearish, and the trend to values was sharply lower. All classes of hogs reflect a flat 50c break as compared with last Thursday's prices. Thursday's bulk of sales ranged \$11.25@12.75; top, \$13.00.

SHEEP—Curtailed receipts and meager percentage of slaughter material included proved bullish factors with prices for all killing classes sharply higher. Compared with a week ago, fat lambs are 75c@1.00 higher, with aged stock mostly 50c higher.

Thursday's bulk of fat range lambs, \$15.00@15.25; top, \$15.40; natives, \$14.25@14.50; fed clipped, \$13.25@13.50; top fat ewes, \$7.50; aged wethers, \$8.50; yearlings, \$11.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., Sept. 30, 1925.

CATTLE—The heaviest cattle run of the year Monday, in combination with a set of Jewish holidays, brought about a sharp downturn on most killing classes. Inbetween grade steers dropped 25c, while fat she stock with the exception of common grades broke 25@50c.

Best range bullocks this week made \$10.50, other well conditioned offerings scoring \$8.50@10.00, bulk of grass steers netting \$6.00@7.50.

The decline on butcher stock placed fat cows on a \$3.75@4.50 basis mainly, heifers from \$4.50@6.00, a few outstanding offerings making \$6.25 for cows and \$7.50 for heifers. Canners and cutters ruled firm at \$2.75@3.25, bologna bulls holding unchanged at \$4.00@4.50 mostly.

Veal calves, after an uneven start, are closing around 25c lower than last week, good lights today selling largely at \$11.25@11.50.

HOGS—Reductions approximating 25 @40c were made effective on hogs this week, the greater decline being on packing grades. Bulk of the better 140@210 averages cashed today at \$12.70@12.85, with the top at \$12.90. Desirable 220@300 lb. butchers were weighed at \$12.25@12.60.

Packing sows found an outlet at \$11.25 @11.50 for the most part and pigs at \$12.75, or steady with a week ago.

SHEEP—Fat lambs have netted a full \$1.00 since last Wednesday, fat ewes being strong to 25c higher. Bulk of the fat native lambs were weighed today at \$13.50 @14.50, with the top price of \$14.75 taking a load of prime 75 lb. averages. Culls

were removed at \$10.00 and heavies around \$12.00. No westerns were offered this week.

Fat ewes sold on packing account at \$5.00@7.50 mostly.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Oct. 1, 1925.

CATTLE—The current week's cattle market was featureless, except for the discounts accorded to several classes and the high price levels maintained by light vealers. Compared with one week ago, medium and fat native beef steers, cows and feeder steers sold steady; low priced native and western steers and bologna bulls, 25c lower; light yearlings and heifers, 50c lower; canners, 10@15c higher; light vealers, steady to 25c higher; strictly fat heavy calves, \$1.00 lower.

Tops for week: Yearlings, \$14.75; matured steers, \$14.25; mixed yearlings, \$12.50. Bulks for week: Native steers, \$7.75@13.00; western steers, \$6.35@8.10; fat light yearlings, \$10.00@11.00; cows, \$4.50@5.75; canners, \$3.00@3.50.

HOGS—The market is generally 15@25c lower than a week ago with the top today \$13.85, against \$14.00 last Thursday. Light hogs show the minimum decline. Pigs are fully 25c lower and packing sows 25@40c off.

Bulk of light hogs, 210 lbs. and down, brought \$13.60@13.75. Today, 220@250 lbs. weight, \$13.25@13.50; 250 lbs. and up, \$13.00@13.25; good, 110@130 lb. pigs, \$13.25@13.50; lightest pigs downward to \$12.50; most packing sows, \$11.50@11.75; few lightest, \$11.85.

Receipts were about 15 per cent heavier than the week before.

SHEEP—A fast rising lamb market during the week more than compensated for losses during the week before, and with both packers and outsiders paying \$15.75 today, a \$1.50 advance is indicated over last Thursday.

Cull lambs moved up 50c and are back to a \$10.00 basis. Aged sheep show no change; top killing ewes, \$7.50.

ST. JOSEPH

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Sept. 29, 1925.

CATTLE—Cattle receipts for two days around 11,000. Bulk were from the West and included a liberal showing of stocker and feeder cattle. Fed steers and yearlings comparatively scarce and market steady to strong, sales of steers ranging \$8.50@14.00. Westerns plentiful and market steady to a shade lower. Sales largely \$6.75@8.50, with a few up to \$9.50. A few loads of mixed yearlings sold \$8.85 @14.00. The week opened with butcher stuff on a lower basis, but this loss was regained to-day.

Bulk of beef cows ranged \$4.00@6.25, odd head sold above \$7.00, and canners and cutters \$2.75@4.00. Grass heifers mostly \$5.00@7.50, fed kinds scarce.

Bulls strong, bolognas mostly \$4.00@4.75, butchers up to \$5.50.

Calves \$1.00 higher, choice veals \$13.50.

HOGS—Hog receipts for two days around 9,000. Supplies were heavier at other points and the market declined 35 @45c. To-day's top was \$13.30, and bulk of sales \$12.60@13.15. Light-weights still continue to bring the top.

Packing sows, \$11.00@11.50.

SHEEP—Though sheep receipts were liberal, numbering around 13,000 for two days, there was a firm tone to the trade and lamb values are 50@75c higher for the period. Western lambs sold \$15.10@15.35. No natives were offered.

Aged sheep strong to 25c higher. Western ewes \$7.00@7.50, wethers \$8.50@9.00, yearlings \$10.00@11.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

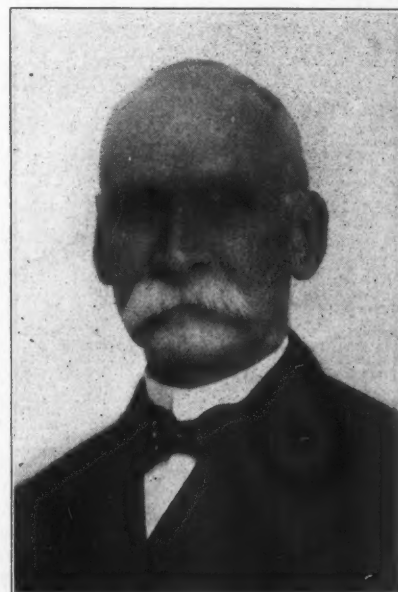
Sioux City, Ia., September 30, 1925.

CATTLE—With receipts running heavy the market for cattle has been showing very good tone during the expired half week. About all weakness of Monday has disappeared and the undertone of trade is steady to strong for all useful and attractive grades of cattle offerings.

Bulk of supplies have continued to come from western ranges and native grass pastures. But there have been enough good fed grades of beefs to indicate that prices are steady compared with late last week and demand good. The best beefs here (Continued on page 41.)

Where Service Wins Thirty-five Years of Continuous Patronage

Ira F. Brainard, of Brainard Brothers, Jersey City, N. J., is the dean of American live stock shippers. He has been



IRA F. BRAINARD.

shipping live stock longer than any other living man.

Endowed by nature with a splendid physique, a wonderful personality, and a mind such as one seldom finds in a man half his age, Mr. Brainard is known to and loved by thousands of men engaged in the live stock and packing industry.

Mr. Brainard was one of the first patrons of the Kennett-Murray Live Stock Buying Organization, and has this to say of his long continued and highly valued patronage of that organization:

"Wanting a buyer in Louisville, Ky., I made inquiry of a commission man in Pittsburgh, who said: 'I know of a man that will make you a good man, and I believe he is honest—P. C. Kennett.'

"That day I sent him an order for one car of pigs. That car came into Pittsburgh on Feb. 20, 1890, all satisfactory. It was seven years after that I saw him for the first time, and we grew to a solid friendship up until he passed away.

"His son, Wm. L. Kennett, came, was trained into his father's ways, and has succeeded. The orders of Brainard Brothers still go to P. C. Kennett & Son.

"Brainard Brothers only change buyers for cause, and that has not come yet. My standard of a man is an honest man—1890 to 1925—35 years."

**You Get
What You Want
in buying
Cattle or Hogs
on order from
Schwartz-
Feaman-Nolan Co.**

Kansas City Stock Yards
Kansas City, Missouri

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 26, 1925, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,705	7,500	19,576
Swift & Co.	6,048	5,000	19,255
Morris & Co.	5,423	2,500	8,329
Wilson & Co.	6,400	6,000	7,643
Anglo. Amer. Prov. Co.	593	1,600	
G. H. Hammond Co.	2,833	2,000	
Libby, McNeill & Libby	1,642		
Brennan Packing Co.	5,300 hogs; Miller & Hart, 2,700 hogs; Independent Packing Co., 4,200 hogs; Boyd, Lunham & Co., 2,900 hogs; Western Packing & Provision Co., 6,500 hogs; Roberts & Oake, 3,900 hogs; others, 15,400 hogs.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,692	2,269	3,550	4,690
Cudahy Pkg. Co.	5,198	1,839	2,495	5,098
Fowler Pkg. Co.	321	19		
Morris & Co.	4,294	2,181	2,318	4,007
Swift & Co.	6,304	1,262	3,183	7,735
Wilson & Co.	738	1,032	3,850	4,998
Local butchers	1,358	143	773	10
Total	27,855	8,746	16,160	27,408

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,771	8,191	5,267
Cudahy Pkg. Co.	5,904	7,328	8,404
Dold Pkg. Co.	1,894	5,311	
Morris & Co.	3,225	3,567	3,911
Swift & Co.	6,429	5,898	
Mayerovich & Vall.	73		
Glasburg, M.	16		
Hoffman Pkg. Co.	58		
Mid-West Pkg. Co.	48		
Omaha Pkg. Co.	83		
John Roth & Sons.	28		
Ss. Omaha Pkg. Co.	131		
Lincoln Pkg. Co.	772		
Nagle Pkg. Co.	25		
Sinclair Pkg. Co.	347		
Wilson & Co.	53		
Kennett-Murray Co.	3,292		
J. W. Murphy	4,825		
Other hog buyers, Omaha.	10,216		
Total	23,857	50,768	26,526

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,678	4,864	2,758
Swift & Co.	3,960	6,207	2,101
Morris & Co.	3,767	4,707	553
St. Louis Dressed Beef Co.	1,330	262	
Independent Pkg. Co.	1,047		60
East Side Pkg. Co.	1,426		
Hell Pkg. Co.	830		
American Pkg. Co.	129	977	87
Krey Pkg. Co.	268	1,122	
Sartorius Pkg. Co.	506		
Sieloff Pkg. Co.	89		
Butchers	18,040	50,583	5,746
Total	34,352	74,358	11,335

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	4,389	1,304	6,272	12,022
Armour & Co.	2,575	459	3,014	2,200
Morris & Co.	2,321	491	3,326	2,030
Others	5,445	708	10,282	10,978
Total	14,930	3,013	22,844	27,321

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,578	572	7,047	2,267
Armour & Co.	3,500	523	8,101	1,971
Swift & Co.	2,440	340	4,657	2,275
Sacks Pkg. Co.	315	71	1	
Smith Bros. Pkg. Co.	71	2	5	
Local butchers	106	33	5	
Order buyers and packer shipments	1,236	115	13,136	
Total	11,245	1,656	33,562	6,513

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,444	714	1,561	7
Wilson & Co.	2,175	638	1,495	32
Others	111	9	235	
Total	3,730	1,361	3,291	39

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	971	101	3,550	182
Kroger Gro. & Bak. Co.	252	99	1,852	
Geo. Juergling & Son.	207	143		64
J. & F. Schroth Pkg. Co.	18		2,412	
H. H. Meyer Pkg. Co.	44		2,575	
J. Hilberg's Sons.	155	5		67
Wm. G. Rehn's Sons.	194	71		
Peoples Pkg. Co.	80	109		
A. Sander Pkg. Co.	9		1,045	
Sam Gall	9			529
J. Schlachter's Sons.	219	241		122
Total	2,155	769	12,040	964

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,380	5,678	7,324	1,000
R. Gums	122		185	
United Dressed Beef Co.	88			
F. C. Gross	74			16
Swift, Harrisburg, Pa.	24			
Local butchers	279	286	19	172
Local traders	435	69	7	1
Total	2,411	6,048	7,488	1,288

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,220	4,700	15,959	6,480
Kingman & Co.	1,351	715	9,926	968
Armour & Co.	1,272	25	2,559	27
Indianapolis Abt. Co.	1,248	39		34
Hilgenier Bros.	192	12	990	
Brown Bros.	45		290	12
Schnusler Pkg. Co.	163	3	285	
Bell Pkg. Co.	23	1	252	
Riverview Pkg. Co.	23	7	187	
Meier Pkg. Co.	71		275	26
Ind. Prov. Co.	38			6
Art Wabrita	17	58		
Hoover Abt. Co.	55			
Others	452	120	68	719
Total	5,051	5,680	30,721	8,207

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,194	870	2,922	172
Dold Pkg. Co.	432	63	2,567	
Local butchers	254			
Total	1,880	933	5,489	172

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,009	3,096	12,227	4,642
Hertz Bros.	163	132		
Katz Pkg. Co.	1,178	549		
Swift & Co.	6,251	4,943	18,845	9,662
Others	1,462	990	6,640	
Total	12,063	9,710	37,712	14,304

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Sept. 26, 1925, with comparisons:

CATTLE.

	Week ending Sept. 26, 1925.	Prev. week.	Cor. week 1924.
Chicago	33,564	33,582	31,564
Kansas City	27,855	28,158	30,150
Omaha	23,857	20,755	22,902
St. Louis	14,930	15,367	15,840
St. Joseph	11,245	9,789	8,459
Sioux City	3,730	4,949	5,292
Oklahoma City	5,051	5,591	8,739
Indianapolis	2,155	1,850	1,570
Cincinnati	2,411	1,794	2,298
Milwaukee	1,880	1,532	2,670
Wichita	2,112	2,582	
Denver	12,063	11,850	9,564
St. Paul	173,093	160,268	180,049

HOGS.

	Week ending Sept. 26, 1925.	Prev. week.	Cor. week 1924.
Chicago	65,400	70,900	66,500
Kansas City	16,169	13,780	26,663
Omaha	50,768	50,994	38,497
St. Louis	74,358	81,013	65,765
St. Joseph	22,844	24,706	21,589
Sioux City	34,352	32,774	25,650
Oklahoma City	3,291	4,744	8,408
Indianapolis	30,721	38,213	41,212
Cincinnati	12,040	11,026	12,601
Milwaukee	7,488	5,343	6,549
Wichita	5,489	10,166	8,705
Denver	4,467	5,303	
St. Paul	37,712	30,164	27,306
Total	359,832	378,290	354,755

SHEEP.

	Week ending Sept. 26, 1925.	Prev. week.	Cor. week 1924.
Chicago	54,803	49,869	61,082
Kansas City	27,408	22,008	30,068
Omaha	26,526	35,642	33,239
St. Louis	11,335	10,820	9,106
St. Joseph	27,321	16,526	22,685
Sioux City	6,513	5,577	2,139
Oklahoma City	39	35	19
Indianapolis	8,207	3,718	2,475
Cincinnati	964	1,300	1,245
Milwaukee	1,288	1,772	1,642
Wichita	172	426	130
Denver		3,366	4,270
St. Paul	14,304	12,646	12,583
Total	178,880	163,714	186,684

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending September 26, 1925, with comparisons:

	Week ending Sept. 26, 1925.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,442	2,070	2,406
Cows, carcasses	1,810	1,762	1,691
Bulls, carcasses	28	22	49
Veals, carcasses	1,143	1,012	1,608
Lambs, carcasses	15,531	15,962	16,437
Mutton, carcasses	298	419	75
Pork, lbs.	315,429	410,626	400,778
Local slaughters:			
Cattle	1,054	1,576	1,971
Calves	1,874	1,110	2,277
Hogs	8,906	11,073	9,800
Sheep	4,357	5,090	6,488

RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 26, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	1,000
Kansas City	400	3,500	500
Omaha	300	6,000	500
St. Louis	300	3,000	200
St. Joseph	50	4,000	3,500
Sioux City	500	5,000	400
St. Paul	1,500	1,200	600
Oklahoma City	100	300	
Fort Worth	600	300	300
Milwaukee		100	
Denver	100	200	7,000
Wichita	400	400	
Indianapolis	100	5,000	300
Pittsburgh	100	1,200	300
Cincinnati	300	2,100	700
Buffalo	300	1,600	400
Cleveland	200	300	1,000
Nashville, Tenn.		300	
Toronto	800	100	

MONDAY, SEPTEMBER 28, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	31,000	47,000	20,000
Kansas City	37,000	7,000	14,000
Omaha	26,500	7,500	23,000
St. Louis	13,000	15,000	1,000
St. Joseph	7,500	3,000	8,000
Sioux City	11,000	6,500	3,000
St. Paul	16,700	12,000	9,000
Oklahoma City	1,000	800	
Fort Worth	2,500	1,600	1,500
Milwaukee	400	800	200
Denver	7,200	1,200	9,800
Louisville	3,000	1,100	300
Wichita	4,200	2,000	200
Indianapolis	800	5,000	400
Pittsburgh	2,300	7,500	3,200
Cincinnati	5,000	3,000	400
Buffalo	2,800	11,000	6,000
Cleveland	1,000	3,500	2,000
Nashville, Tenn.	300	800	
Toronto	3,500	1,100	3,000

TUESDAY, SEPTEMBER 29, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	22,000	17,000
Kansas City	17,000	8,000	17,000
Omaha	10,000	7,500	25,000
St. Louis	9,000	17,000	1,500
St. Joseph	3,000	4,500	6,500
Sioux City	3,000	6,500	500
St. Paul	3,000	9,500	2,500
Oklahoma City	1,300		
Fort Worth	3,000	500	700
Milwaukee	800	3,500	400
Denver	2,400	1,100	14,000
Louisville	200	1,200	500
Wichita	400	700	200
Indianapolis	1,200	7,000	600
Pittsburgh	100	1,500	400
Cincinnati	700	2,800	500
Buffalo	1,000	1,500	400
Cleveland	300	1,000	1,500
Nashville, Tenn.	100	1,000	
Toronto	500	1,300	600

WEDNESDAY, SEPTEMBER 30, 1925.

WEDNESDAY, SEPTEMBER 30, 1920.			
	Cattle.	Hogs.	Sheep.
Chicago	12,000	15,000	23,000
Kansas City	11,000	9,000	13,000
Omaha	12,500	7,000	17,000
St. Louis	7,000	15,000	1,500
St. Joseph	3,500	6,000	4,000
Sioux City	5,500	9,000	1,500
St. Paul	2,500	13,000	2,000
Oklahoma City	900	1,000	—
Fort Worth	2,000	—	300
Milwaukee	600	2,000	300
Denver	1,200	700	17,400
Louisville	300	900	—
Wichita	700	2,300	200
Indianapolis	1,000	2,000	500
Pittsburgh	100	2,000	400
Cincinnati	500	3,500	600
Buffalo	400	2,500	1,000
Cleveland	300	2,500	2,000
Nashville, Tenn.	100	600	—
		1,000	2,000

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKERS HIDES.—Strong. In addition to 5,000 branded cows reported late in week at 13c, 3,500 additional here made that rate and 4,000 Toronto August kill, 13c. Branded cows are in demand and further bids are noted here at 13c with material very scarce and withheld from sale. Sellers expect an advance as the run is expected to draw to an early close. Native steers quoted 17½c; heavy Texas, 16c; butts, 16½c; Colorados, 15c; branded cows, 13c; heavy cows, 16½c bid, 17½c asked. Lights quoted 15½c paid; light average point made, 15½c; native bulls, 13½c; brands, 11½c for points and weights. Local small packer hides, 15½c last paid and still asked; brands at 13c.

COUNTRY HIDES.—Quiet and unchanged. Action is slow because sellers look at the market as holding bullish potentialities. Tanners are still holding back. All weight hides in country districts are worth 13c delivered and are held at 13½c for light average; sometimes higher. Heavy steers are quiet at 13½c; heavy cows, 12½c; butts, 12½c; outside firmly asked; extremes, 14½c; some held higher; weights, 25½c; 50's, 14½c; branded country hides, 10½c; 11c flat; country packers, 12½c; bulls, 9½c; country packers, 12½c; glues, 9c.

CALF SKINS.—Steady to strong. One car of local packer September calf sold at 23c, being a cent advance. Other parcels are offered at 23c; some August still unsold; nominal market considered, 22c; cities, 21c last paid and bid to some collectors; others will book at that basis. Outside skins, 20½c; resalted, 19½c; countries, 17½c; deacons, \$1.25@1.30; slunks, \$1.00@1.05; kipskins are strong; packers, 21c paid, 22c asked; cities, 19c bid, 19½c paid, 20c asked; others, 16c.

New York.

NEW YORK PACKER HIDES.—Nothing is developing in city slaughter stock. Holdings are limited in character and represent native lines exclusively, as brands were previously cleaned out, butts at 16c and Colorados at 14½c. Native steers are still wanted at 17c, but held for 17½c firmly; cows, 15½c and bulls at 13½c. Sellers are not offering October take-off as yet.

OUTSIDE PACKER HIDES.—Little new life has been injected into these types of material as yet. Eastern small packers generally talk 15½c for all weight steers and cows while buyers claim 15c is high enough. Mid western sellers are reported dickering on a basis of 15½c asked and 15½c bid, with brands in connection at 13c. Canadian packers are well booked up for September at 17½c for heavy cows and steers and 15½c for light cows.

COUNTRY HIDES.—Eastern country markets are classed as quiet for the moment with shippers expecting a revival of interest because of the keener competition for fresh raw stock amongst the packer lines. Mid west light stock 25½c@50 lbs., quoted 14½c paid and a range of 14½c covering the quality range. Weights 25½c@45 lbs. sold at 14½c, but offerings are generally higher now. A car of Canadian 25½c@50's sold at 13½c flat for 41 lbs. average. A car of 50 lbs. up similar stock made 11½c flat, of 56 lbs. average. Mid-western butts are listed at 12½c@13c.

CALFSKINS.—The situation in skins is firmer because of the rather large clearance of eastern skins, N. Y. and Phila. booking over 100,000 to export and domestic interests. Nominal market in N. Y. three weights is at \$1.75@2.45@3.25 and Penn., \$1.70@2.35@3.15; outside skins are steady at 5½c discount. Paris calfskins in the auctions were about unchanged. Untrimmed domestic cities quoted at 21c nominal. N. Y. kips, \$3.40@3.50 paid; outside now firmly asked.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending September 24, 1925, with comparisons:

BUTCHER STEERS.				
1,000-1,200 lbs.				
	Week ending Sept. 24.	Same week 1924.	Week ending Sept. 17.	
Toronto	\$ 8.00	\$ 7.35	\$ 8.00	
Montreal (W)	7.25	6.50	7.40	
Montreal (E)	7.25	6.50	7.40	
Winnipeg	5.50	5.00	5.50	
Calgary	5.85	5.00	5.85	
Edmonton	6.00	4.75	5.50	
VEAL CALVES.				
Toronto	13.00	12.00	13.00	
Montreal (W)	11.00	10.00	11.00	
Montreal (E)	11.00	10.00	11.00	
Winnipeg	7.50	6.00	7.00	
Calgary	5.50	4.75	5.35	
Edmonton	5.50	4.50	5.50	
SELECT BACON HOGS.				
Toronto	14.20	11.55	14.53	
Montreal (W)	13.25	10.25	13.85	
Montreal (E)	13.25	10.25	13.85	
Winnipeg	13.58	9.62	13.91	
Calgary	13.47	9.07	13.47	
Edmonton	13.20	9.08	13.45	
GOOD LAMBS.				
Toronto	13.00	12.50	14.00	
Montreal (W)	12.00	10.50	13.00	
Montreal (E)	12.00	10.75	11.50	
Winnipeg	12.25	11.00	12.50	
Calgary	12.25	11.50	12.25	
Edmonton	12.00	11.00	11.50	

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 26, 1925:

CATTLE.				
	Week ending Sept. 26.	Prev. week.	Cor. week.	
Chicago	33,564	33,582	31,564	
Kansas City	38,601	38,470	42,429	
Omaha	27,050	20,405	24,125	
East St. Louis	15,848	14,563	22,140	
St. Joseph	11,827	14,314	12,528	
St. Louis	8,352	8,052	6,444	
Cudahy	877	851	796	
Fort Worth	7,547	6,887	11,548	
Philadelphia	2,338	2,234	2,381	
Indianapolis	2,008	1,557	3,021	
Boston	1,654	1,576	1,971	
New York and Jersey City	9,511	9,917	11,269	
Oklahoma City	5,111	6,501	8,408	
Total	168,069	158,000	178,624	
HOGS.				
Chicago	65,400	70,900	66,500	
Kansas City	16,160	13,780	26,663	
Omaha	29,043	30,321	28,159	
East St. Louis	24,296	26,910	31,335	
St. Joseph	12,093	13,808	12,041	
St. Louis	19,239	23,514	17,338	
Cudahy	8,322	11,601	4,949	
Ottumwa	14,585	11,831	8,895	
Fort Worth	2,663	2,959	4,932	
Philadelphia	15,806	12,059	19,201	
Indianapolis	11,703	16,370	10,829	
Boston	5,906	11,073	9,800	
New York and Jersey City	40,347	37,615	52,797	
Oklahoma City	3,291	4,744	7,381	
Total	272,593	287,491	300,819	
SHEEP.				
Chicago	54,803	40,869	61,082	
Kansas City	27,408	22,008	38,060	
Omaha	30,641	34,021	36,988	
East St. Louis	5,226	6,810	6,824	
St. Joseph	16,348	12,259	16,091	
St. Louis	6,689	5,910	1,916	
Cudahy	341	481	324	
Fort Worth	2,942	359	2,320	
Philadelphia	5,832	6,533	6,140	
Indianapolis	935	1,246	795	
Boston	4,337	5,060	6,488	
New York and Jersey City	45,996	46,813	47,338	
Oklahoma City	39	35	19	
Total	201,947	191,434	222,785	

SIoux CITY LIVESTOCK.

(Continued from page 39.)

for the week were a very well finished grade of 1,100 lb. averages that sold at \$14.50, mixed steer and heifer yearlings made \$13.00.

Not many cattle have sold as high as \$12.00, and the bulk have been grades running down from \$11.00@9.00 for natives, around \$9.00 for top western beeves and \$8.00 for range feeders, although prime heavy lots are quoted higher than this figure.

Grass she stock is closing steady after running lower on first days of the week with bulk between \$4.00 and \$6.00, although a few range heifers have gone up to \$7.00 and \$8.00.

Total cattle for the half week 19,000.

HOGS.—It is beginning to be noted that last spring pigs are appearing in the market. Naturally enough this will create a wider spread in the market for light hogs, as it is only the fully fat and finished light weights that get the top prices for these weights of 200 lbs. and under.

The market for today was steady with best of light butchers selling at \$12.85; bulk of strictly good light weight, \$12.50 @12.75; fair lights and underweight lights, \$12.00@12.25; medium butchers, \$12.00@12.35; heavies around \$12.00; good to choice fat sows, \$11.10@11.25; fair to good, \$11.00@11.10; common, \$10.75; thin lots, \$9.25@10.00.

SHEEP.—Sheep and lambs strong with best fat lambs at \$15.35.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending October 3, 1925, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Oct. 3, '25.	Week ending Sept. 26, '25.	Corresponding week 1924.	
Spread native steers	@19c	@19c	@18½c	
Heavy native steers	@17½c	@17½c	@16½c	
Heavy Texas steers	@16c	@16c	@15c	
Heavy butt branded steers	@16½c	@16½c	@15½c	
Heavy Colorado steers	@15c	@15c	@14½c	
Ex-Light Texas steers	@13c	@13c	@11½c	
Branded cows	@13c	@13c	@11½c	
Heavy native cows	@17½c	@17½c	@15½c	
Light native cows	@15½c	@15½c	@14½c	
Native bulls	@13½c	@13½c	@11½c	
Branded bulls	@12c	@11½c	@10c	
Calfskins	@22c	@22c	@22½c	
Kips	@22c	@22c	@18½c	
Kips, over 4's	@18c	@18c	@16½c	
Kips, branded	@16c	@16c	@14c	
Slunks, regular	@1.05	@1.05	@1.25@1.30	
Slunks, hairless	@55c	@55c	@50c	
Light, Native, Butts, Colorado and Texas steers	per lb. less than heavies.			
CITY AND SMALL PACKERS.				
	Week ending Oct. 3, '25.	Week ending Sept. 26, '25.	Corresponding week 1924.	
Natives, all weights	@15½c	@15½c	@14½c	
Bulls, native	@13c	@13c	@11½c	
Br. str. hds.	@13c	@13c	@12c	
Calfskins	@18½c	@18½c	@21c	
Kip	@15½c	@15½c	@17c	
Slunks, regular	@1.00	@1.00	@1.25	
Slunks, hairless	@40c	@40c	@30c	
COUNTRY HIDES.				
	Week ending Oct. 3, '25.	Week ending Sept. 26, '25.	Corresponding week 1924.	
Heavy steers	@13½c	@13½c	@10½c	
Heavy cows	@12c	@12c	@9½c	
Butts	@12½c	@12½c	@10½c	
Extremes	@14½c	@14½c	@14c	
Bulls	@10½c	@10½c	@8½c	
Branded hides	@10½c	@10½c	@8c	
Calfskins	@15c	@15c	@15½c	
Kip	@14c	@14c	@13c	
Light calf	@11c	@11c	@11c	
Deacons	@1.00@1.05	@1.00@1.05	@1.10@1.20	
Slunks, regular	@0.90@1.00	@0.90@1.00	@1.15@1.25	
Slunks, hairless	@0.30@0.40	@0.30@0.40	@0.30@0.40	
Horsehides	\$4.50@5.50	\$4.50@5.50	\$4.50@5.50	
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30	
SHEEPSKINS.				
	Week ending Oct. 3, '25.	Week ending Sept. 26, '25.	Corresponding week 1924.	
Large packers	\$1.75@2.25	\$1.75@2.25	@2.85	
Small packers	\$1.50@1.75	\$1.50@1.75	\$2.00@3.00	
Pks. shearings	\$1.60@1.75	\$1.60@1.75	@1.50	
Dry pelts	\$0.30@0.33	\$0.30@0.33	\$0.30@0.32	

ICE AND REFRIGERATION

ICE NOTES.

Port Arthur Ice & Refrigerating Company, Port Arthur, Tex., has increased its capital stock from \$100,000 to \$215,000.

Alto Electric & Ice Company has been incorporated in Alto, Tex., with a capital stock of \$25,000 by D. M. Faulkner and R. J. Irvine.

It is reported that Watson & Stevenson, Westlaco, Tex., are planning to erect a

\$40,000 ice plant there with a capacity of 25 tons daily.

Farmers & Merchants Ice and Gin Company has been incorporated in West Point, Miss., with a capital stock of \$30,000 by H. M. Ivy and C. C. Ivy. The company plans to erect an ice factory and cotton gin.

Crystal Ice Company has been incorporated in Denton, Tex., with a capital

stock of \$75,000 by E. R. Brinker and C. H. Free.

It is reported that the Royal Palm Ice Company plans to erect a \$250,000 ice and cold storage plant in Miami, Fla.

Pleasanton Electric & Ice Company plans to erect an ice plant in Pleasanton, Tex., with a daily capacity of 20 tons.

Josey Ice and Coal plans to build a 40-ton capacity ice plant at Long avenue and Pearl street, Beaumont, Tex., at a cost of around \$150,000.

Graham Ice & Coal Company has erected an ice plant with a 15-ton daily capacity in Graham, N. C.

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The convention and exhibition will both be held under one roof; in fact, they will be on one floor—the second floor of the Statler Hotel, practically all of which has been set aside for the N. A. P. R. E. for the entire five days of the convention. The program committee promises a fine array of talent and papers of great value to the individual members and visitors, and the refrigeration engineering profession in general.

MATHIESON CHEMICAL SHOW.

Among the firms serving the meat packing and allied industries that exhibited at the Tenth Exposition of Chemical Industries, held at the Grand Central Palace, New York City, Sept. 28 to Oct. 3, is the Mathieson Alkali Works, Inc., New York City.

The Mathieson exhibit was located in booths 326 to 331, and had on display the various products manufactured by the company, including anhydrous ammonia, aqua ammonia, caustic soda, soda ash, liquid chlorine, bleaching powder bicarbonate of soda, modified soda, benzoic acid, and benzaldehyde.

The following members of the Mathieson organization were in attendance at the exhibit at various times during the week: J. A. Kienle, J. W. Boyer, R. J. Quinn, E. E. Routh, W. D. Marshall, P. DeWolf, J. B. Peake, W. A. Fields, J. H. MacMahon, J. D. MacMahon, R. C. Staples and E. M. DeBaun.

DRY RENDERING EQUIPMENT.

"Dry Rendering" is the title of an interesting catalogue recently issued and now being distributed by the Mechanical Manufacturing Co., Chicago. The catalogue, in addition to describing the full line of dry rendering equipment handled by the company, all of which is manufactured in the company's shops, contains considerable information of value to those who are doing dry rendering or who contemplate doing it. Of special interest are illustrations showing layouts of typical dry rendering installations. Copies of the booklet may be obtained from the company.

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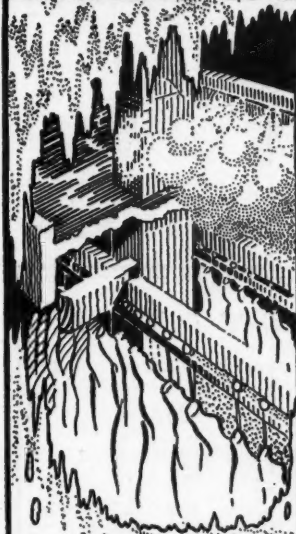
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Weak brine at high temperatures is used with remarkable results, permitting the use of higher ammonia suction pressures, which naturally increases capacity of the ice machine with lower power consumption. Pressures required on Webster Brine Sprays range from 3 to 9 lbs., resulting in reduced pumping costs.

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Chicago Section

A membership on the Chicago Board of Trade sold this week for \$7,900 net to the buyer.

Charles S. Hughes, president of the Hughes-Curry Packing Co., Anderson, Ind., was in Chicago this week.

E. C. Merritt, of the St. Louis Independent Packing Co., St. Louis, Mo., made a short trip to Chicago during the week.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., called on his Chicago friends during the week.

Ernst Terhardt, of Detroit, Mich., prominent wholesale dealer in meat, poultry and game, was a business caller in Chicago this week.

Bert Blocksom, of Blocksom & Co., Michigan City, Ind., well-known curled hair manufacturers, was in Chicago on a short trip this week.

Howard Delany, of Delany & Co., Inc., Philadelphia, Pa., curled hair and glue manufacturers, spent some time in Chicago during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 44,562 cattle, 11,515 calves, 75,012 hogs and 39,352 sheep.

Edwin Kurzynski, of Joslin-Schmidt, Inc., Cincinnati, Ohio, also connected with the Products Manufacturing Co., Cincinnati, was in Chicago this week.

Milton Schaffner, of the Schaffner Bros. Co., Erie, Pa., is having a great time on his European trip. His latest cards come from Worms, but that wasn't his diet—not by a jug-full!

President Frank J. Sullivan, of the Sullivan Packing Co., Detroit, reports cold and rainy weather on a portion of his Continental tour. But what's a little rain to a honeymooner?

Fred Inches, of the Wilson Provision Co., Peoria, Ill., made a trip to the city during the week.

Arthur Lowenstein, vice-president of Wilson & Co., left for the East this week on a business trip.

John "Scotty" Matthewson, of the Cudahy Packing Co., Wichita, Kans., was in Chicago this week.

Provision shipments from Chicago for the week ending Sept. 26, 1925, with comparisons, were reported as follows:

	Last week.	Prev. week.	Cor. week, 1924.
Cured meats, lbs.....	17,059,000	19,272,000	19,307,000
Fresh meats, lbs.....	40,003,000	40,735,000	43,194,000
Lard, lbs.	8,650,000	9,780,000	14,170,000

Prices realized on Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, September 26, on shipments sold out, ranged from 7.00 cents to 23.00 cents per pound, and averaged 13.64 cents per pound.

A. W. Polzin of the Davidson Commission Co., Chicago, returned this week from a vacation spent in the northern woods of Wisconsin.

SAVING MONEY ON FREIGHTS

(Continued from page 21.)

mentioned that constructed a scale at a complete cost of \$1,700 for scale, pen, etc.

The very first month they more than saved the cost of the scale, and yet it is in daily use after several years has elapsed. Moreover, the packer has found it a mighty convenient means of "test-weighing" stock, both as to lots and after re-sorting. It may also be used as wagon scales when not required for weighing livestock.

Shrinkages in Shipment.

Without disclosing the name of the packer, it is interesting to see just what shrinkage occurs between the time of scale on the market and the time of weighing at destination.

Ten shipments are used, these being 10 consecutive shipments taken just as they come:

	Shipped weight, lbs.	Destination weight, lbs.	Shrinkage, per car, lbs.
2 cars.....	51,000	48,400	2,300
2 cars.....	47,660	43,300	2,180
1 car.....	24,180	22,100	2,080
3 cars.....	71,870	65,800	2,024
4 cars.....	96,580	87,100	2,370
3 cars.....	74,320	68,700	1,873
2 cars.....	49,220	45,000	2,110
2 cars.....	48,850	43,700	2,575
5 cars.....	119,670	108,200	2,294
2 cars.....	48,040	43,000	2,220

Anyone may readily compute the saving by merely setting against these shrinkages the freight rate to his own packing house.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
By Roy L. Smith.

THE COURTEOUS MAN—

- Finds that courtesy is a good recommendation anywhere.
- Creates an atmosphere of friendliness for himself everywhere.
- Discovers that courtesy always sells more goods than a catalog.
- Meets fewer people that he has reason to dread.
- Finds that courtesy costs little and pays big.
- Need never be suspected of weakness because of his courtesies.
- Believes that God will treat him with courtesy when it comes his turn.

Wm. A. Adler, of Milwaukee, Wis., well-known sausage maker and jobber, was in Chicago this week.

J. F. Smith, head of the refinery department of Swift & Company, celebrated the 31st anniversary of his connection with the company on October 1. During his 31 years with Swift & Company Mr. Smith has had the satisfaction of seeing the company's lard business, under his leadership, rise to a premier position.

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Good Business

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"LET'S ALL PULL TOGETHER."

This was good old Mac's slogan. Remember?

"Nor knowest thou what argument thy life to thy neighbor's creed has lent. All are needed by each one; nothing is fair or good alone."

When Ralph Waldo Emerson wrote these lines he preached an entire sermon on cooperation in the beautifully concise language that so noticeably marked all of his thoughts.

Alone, it matters not how brilliant a man may be; he is helpless. Our lives are either guide-posts in the right direction for others, or they are of no benefit to civilization.

The man who has put out his hand to a slipping or fallen fellow human—who has encouraged and smiled upon a despairing struggler—who has planted the virile seed of good cheer in one sorely tried heart—has attained some measure of success.

The man who helps others to help themselves has justified his existence, and he who has in his security of position turned a deaf ear to the pleadings of the needy and who proudly boasts that he never needed help is both a failure and a liar.

We all need help—no one of us is self-sufficient to ourselves. The human race started its long laborious ascent toward civilization when prehistoric mankind banded together in tribes for common defense against the sabre-tooth tiger and the mastodon. Before that, every man's hand was against that of every other man.

It was intensively-cultivated cooperation that brought us this far along the road to Utopia, and through cooperation alone will future generations arrive at the gates of Perfection.

It is like the building of a temple, and it is up to each of us to build our share strongly and well. Each time we help a fellow wayfarer, we add a block of granite to the edifice. And if we do it with a smile, we know the block is well cemented.

IND. ABATTOIR REORGANIZED.

The Indianapolis Abattoir Corporation has purchased from the receiver the entire assets of the old Indianapolis Abattoir Co., including the big plant at Indianapolis, and this packing enterprise will be conducted hereafter under the new name.

The Mooney and Allerdice interests are prominent in the new enterprise. The business will be carried on under the same policy and with the same management as before. The officers and directors are as follows:

W. H. Mooney, president; W. H. Allerdice, vice-president; Thomas Mooney, vice-president; D. W. Allerdice, secretary; J. Alfred Thompson, treasurer. Directors: W. H. Mooney, W. H. Allerdice, Thomas Mooney, D. W. Allerdice, J. Alfred Thompson, Geo. C. Forrey, John P. Frenzel, Jr., and W. T. Perkins.

DEATH OF GEORGE HAUSMANN.

George Hausmann, founder of George Hausmann & Sons, Inc., an old-time Philadelphia firm of pork packers, died at his home, 5105 Westminster avenue, Philadelphia, Pa., on Sept. 13 after a lingering illness. Mr. Hausmann was 83 years of age.

The death of Mr. Hausmann takes another of the pioneers of the packing industry. He was active for many years in packinghouse circles, and had a host of friends in the trade. Of late years, however, the active work of directing the affairs of the company has been handled largely by his sons, Adam G. and J. F. Hausmann, who have carried on the business in an active and far-seeing way.

Mr. Hausmann was born in Wetter, Germany, in 1842. He came to this



THE LATE GEORGE HAUSMANN.

country in 1855, when he was thirteen years old. He obtained employment, worked hard, practiced economy and developed a strong personality, with habits of thrift which clung to him through life and brought him success and prosperity. He married Miss Catharine Welsch in 1866.

Mr. Hausmann attained success in life by strict adherence to the highest and best principles of business ethics. He possessed exceptional business sense and judgment, and his genial disposition attracted many close personal friends, who look with respectful appreciation upon his completed life work.

He was interested in the Market Street Title & Trust Company, Philadelphia, of which he was a director. He was a member of Oriental Lodge No. 385 A.F. & A.M., was one of the Masonic Veterans, a life member of the Protestant Home for the Aged at Lawndale, Pa., a member of the Philadelphia Commercial Exchange, the Porter's Lake Hunting & Fishing Club in Pike County, Pa., the Philadelphia Rifle Club, the Institute of American Meat Packers, the Cannstatter Volksfest Verein, the German Society, a life-long member of Emanuel Reformed Church in West Philadelphia, and of many others.

Mr. Hausmann is survived by his widow, Mrs. Catharine Hausmann, six daughters, two sons and ten grandchildren. Funeral services were held from his late residence on Thursday, September 17th, with interment at West Laurel Hill Cemetery.

CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 21.....	24,715	4,774	30,110	29,426
Tues., Sept. 22.....	10,346	2,906	17,907	17,411
Wed., Sept. 23.....	13,697	2,880	12,045	26,394
Thur., Sept. 24.....	8,022	2,697	17,486	12,509
Fri., Sept. 25.....	3,709	1,281	15,600	9,482
Sat., Sept. 26.....	541	357	4,030	454

Total last week.....	61,090	14,985	97,188	95,646
Previous week.....	61,538	12,950	94,283	86,497
Year ago.....	59,068	10,704	96,787	106,537
Two years ago.....	79,681	13,557	157,262	132,588

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 21.....	4,117	584	6,669	293
Tues., Sept. 22.....	2,819	294	6,261	7,135
Wed., Sept. 23.....	5,950	431	3,275	9,844
Thur., Sept. 24.....	3,072	216	5,985	9,467
Fri., Sept. 25.....	2,178	208	5,846	11,282
Sat., Sept. 26.....	109	108	2,158	1,704

Total last week.....	17,405	1,890	30,137	39,888
Previous week.....	17,051	1,142	24,529	35,682
Year ago.....	17,734	832	29,953	46,903
Two years ago.....	28,012	1,559	26,709	71,134

Receipts at Chicago Stock Yards thus far this year to September 26, with comparative totals:

	1925.	1924.
Cattle.....	2,068,398	2,196,424
Calves.....	648,994	590,884
Hogs.....	5,867,015	7,232,776
Sheep.....	2,906,282	2,956,224

Combined weekly hog receipts at eleven markets for week ending September 26, with comparisons:

	Week.	Year to date.
Week ending September 26.....	420,000	22,198,000
Previous week.....	412,000	.....
Corresponding week, 1924.....	435,000	27,577,000
Corresponding week, 1923.....	638,000	27,472,000
Corresponding week, 1922.....	519,000	20,917,000
Corresponding week, 1921.....	453,000	21,171,000

Combined receipts at seven markets for the week ending September 26, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Sept. 26.....	281,000	336,000	326,000
Previous week.....	248,000	332,000	286,000
1924.....	300,000	329,000	371,000
1923.....	327,000	527,000	398,000

Combined receipts at seven points for 1925 to September 26, 1925, with comparisons:

	*Cattle.	Hogs.	Sheep.
1925.....	7,446,000	18,872,000	7,551,000
1924.....	6,638,000	22,673,000	7,914,000
1923.....	7,952,000	22,698,000	7,825,000
1922.....	7,494,000	16,920,000	7,150,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number weight received	Prices—lbs. Top Average.
*Week ending Sept. 26.....	97,200	249 \$14.25 \$12.95
Previous week.....	94,253	251 13.60 12.45
1924.....	96,787	242 10.50 9.55
1923.....	157,262	243 8.90 7.05
1922.....	127,769	251 10.70 9.25
1921.....	138,432	246 8.50 7.25
1920.....	100,235	238 17.85 15.90

Average 1920-1924.....121,700 244 \$11.30 \$10.90

*Saturday, September 26, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Sept. 26.....	\$11.65	\$12.95	\$ 6.85	\$14.00
Previous week.....	11.75	12.45	7.15	15.55
1924.....	9.65	8.55	5.90	12.95
1923.....	9.85	7.95	7.15	13.25
1922.....	10.55	9.25	5.95	14.30
1921.....	7.80	7.25	4.00	8.35
1920.....	14.50	15.90	6.20	13.00

Average 1920-1924.....\$10.45 \$10.00 \$ 5.85 \$12.85

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Sept. 26.....	43,900	67,200	67,600
Previous week.....	44,507	69,727	59,815
1924.....	41,334	66,835	59,934
1923.....	51,600	130,490	61,454
1922.....	62,014	109,562	56,370

*Saturday, September 26, estimated.

Chicago packers' hog slaughters for the week ending Sept. 26, 1925:

	Week.
Armour & Co.....	1,500
Anglo-American.....	1,000
Swift & Co.....	5,000
Hammond Co.....	2,000
Morris & Co.....	2,500
Wilson & Co.....	6,000
Royd-Lanham.....	2,900
Western Packing Co.....	6,500
Roberts & Oake.....	3,800
Miller & Hart.....	2,700
Independent Packing Co.....	4,200
Brennan Packing Co.....	5,300
Azar Packing Co.....	1,500
Others.....	13,900

Totals.....	65,400
Previous week.....	70,800
Year ago.....	68,500
Two years ago.....	123,700
Three years ago.....	117,100

(For Chicago livestock prices see page 38.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
October 1, 1925.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@22 1/4
10-12 lbs. avg.	@22 1/4
12-14 lbs. avg.	@22 1/4
14-16 lbs. avg.	@22 1/4
16-18 lbs. avg.	@19 1/2
18-20 lbs. avg.	@19 1/2
Skinned Hams—	
14-16 lbs. avg.	@22 1/4
16-18 lbs. avg.	@22 1/4
18-20 lbs. avg.	@21 1/2
20-22 lbs. avg.	@19 1/2
22-24 lbs. avg.	@19
24-26 lbs. avg.	@18
26-30 lbs. avg.	@17 1/2
Picsies—	
4-6 lbs. avg.	@16 1/4
6-8 lbs. avg.	@15 1/4
8-10 lbs. avg.	@15
10-12 lbs. avg.	@14 1/4
12-14 lbs. avg.	@14 1/4
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@28 1/2
8-10 lbs. avg.	@28
10-12 lbs. avg.	@26 1/2
12-14 lbs. avg.	@26 1/2
14-16 lbs. avg.	@24

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@24
10-12 lbs. avg.	@23 1/4
12-14 lbs. avg.	@23 1/4
14-16 lbs. avg.	@23 1/4
16-18 lbs. avg.	@22 1/2
18-20 lbs. avg.	@22 1/2
Boiling Hams—(house run)	
10-15 lbs. avg.	@23
16-20 lbs. avg.	@23
20-22 lbs. avg.	@23
Skinned Hams—	
14-16 lbs. avg.	@22 1/4
16-18 lbs. avg.	@22 1/4
18-20 lbs. avg.	@21 1/2
20-22 lbs. avg.	@19 1/2
22-24 lbs. avg.	@19
24-26 lbs. avg.	@18 1/2
26-30 lbs. avg.	@18
Picsies—	
4-6 lbs. avg.	@17 1/2
6-8 lbs. avg.	@15 1/4
8-10 lbs. avg.	@14 1/4
10-12 lbs. avg.	@14 1/4
12-14 lbs. avg.	@14 1/4
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@29
8-10 lbs. avg.	@28 1/2
10-12 lbs. avg.	@26 1/2
12-14 lbs. avg.	@26 1/2
14-16 lbs. avg.	@24

Dry Salt Meats.

Extra short clears, 35/45.	@19 1/4
Extra short ribs, 35/45.	@19 1/4
Regular plates, 6-8.	@19 1/4
Clear plates, 4-7.	@15 1/4
Sowl butts.	@15 1/4
Fat Backs—	
8-10 lbs. avg.	@17 1/4
10-12 lbs. avg.	@17 1/4
12-14 lbs. avg.	@18 1/4
14-16 lbs. avg.	@18 1/4
16-18 lbs. avg.	@19
18-20 lbs. avg.	@19 1/4
20-25 lbs. avg.	@19 1/4
Clear Bellies—	
14-16 lbs. avg.	@21 1/4
16-18 lbs. avg.	@21
18-20 lbs. avg.	@20 1/2
20-25 lbs. avg.	@20 1/2
25-30 lbs. avg.	@20
30-35 lbs. avg.	@19 1/4
35-40 lbs. avg.	@19 1/4
40-50 lbs. avg.	@19 1/4

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, SEPT. 26, 1925.

	Open.	High.	Low.	Close.
LARD—				
Sept.	17.20	17.35	17.22 1/2	17.27 1/2
Oct.	17.12 1/2	17.25	17.10	17.20
CLEAR BELLIES—				
Sept.	21.00	21.10	21.00	21.10
Oct.				19.45
SHORT RIBS—				
Sept.				18.22 1/2
Oct.	17.40	17.47 1/2	17.40	17.42 1/2

MONDAY, SEPTEMBER 28, 1925.

	Open.	High.	Low.	Close.
LARD—				
Sept.	17.20	17.20	17.15	17.15
Oct.	17.10	17.10	17.05	17.05b
Nov.	16.87 1/2	16.87 1/2	16.82 1/2	16.82 1/2ax
Dec.	15.10	15.10	15.07 1/2	15.07 1/2
Jan.	14.70	14.75	14.70	14.75b
May	14.57 1/2	14.57 1/2	14.55	14.55
CLEAR BELLIES—				
Sept.	21.10	21.10	21.10	21.10
Oct.	19.45	19.50	19.45	19.50b
SHORT RIBS—				
Sept.	18.15	18.15	17.97 1/2	17.97 1/2ax
Oct.	17.35	17.35	17.25	17.25ax

TUESDAY, SEPTEMBER 29, 1925.

	Open.	High.	Low.	Close.
LARD—				
Sept.	17.05	17.05	16.95	17.00-02 1/2ax
Oct.	16.95	16.95	16.87 1/2	16.95
Nov.	16.75	16.75	16.62 1/2-05	16.70
Dec.	15.00-14.97 1/2	15.10	14.95	15.07 1/2ax
Jan.	14.65	14.67 1/2	14.62 1/2	14.70b
May	14.45	14.50	14.45	14.50b
CLEAR BELLIES—				
Sept.	21.00	21.00	20.75	20.75
Oct.	19.50	19.50	19.40	19.40ax
Dec.	19.00	19.00	18.75	18.75ax
SHORT RIBS—				
Sept.	17.60	17.85	17.55	17.85
Oct.	17.10	17.35	17.06	17.35

WEDNESDAY, SEPTEMBER 30, 1925.

	Open.	High.	Low.	Close.
LARD—				
Sept.	17.00	17.00	16.92 1/2	16.92 1/2ax
Oct.	16.90	16.90	16.80	16.80-52 1/2
Nov.	16.70	16.70	16.55	16.55
Dec.	15.10	15.10	14.95	14.97 1/2ax
Jan.	14.70	14.70	14.55	14.60ax
May	14.45	14.45	14.35	14.37 1/2
CLEAR BELLIES—				
Sept.	20.90	20.90	20.10	20.25b
Oct.	19.05	19.05	18.60	18.60ax
SHORT RIBS—				
Sept.	17.85	17.85	17.50	17.50
Oct.	17.35-20	17.35	17.00	17.00b

THURSDAY, OCTOBER 1, 1925.

	Open.	High.	Low.	Close.
LARD—				
Oct.	16.50-70	16.70	16.30	16.30-32 1/2
Nov.	15.02 1/2	15.05	14.90	14.90
Dec.	14.57 1/2-55	14.60	14.45	14.45
Jan.	14.37 1/2	14.37 1/2	14.25	14.25
CLEAR BELLIES—				
Oct.	18.50			18.50ax
Nov.				17.60ax
SHORT RIBS—				
Oct.	16.80	16.80	16.75	16.75

FRIDAY, OCTOBER 2, 1925.

	Open.	High.	Low.	Close.
LARD—				
Oct.	16.20-05	16.45	16.05	16.45b
Nov.	15.75	16.00	15.75	16.00
Dec.	14.75	14.85	14.62 1/2	14.80b
Jan.	14.35-30	14.45	14.30	14.40b
May	14.15-07 1/2	14.25	14.07 1/2	14.22 1/2b
CLEAR BELLIES—				
Oct.	18.50	18.50	18.50	18.50
Nov.				17.50ax
SHORT RIBS—				
Oct.	16.70	16.70	16.70	16.70

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, October 1, 1925, with comparisons, were as follows:

	Week ending Oct. 1.	Prev. week.	Cor. week. 1924.
Armour & Co.	9,132	4,018	3,128
Anglo-Amer. Prov. Co.	3,251	1,421	1,005
Swift & Co.	7,534	4,022	2,985
G. H. Hammond Co.	4,944	1,861	2,275
Morris & Co.	7,880	1,815	3,820
Wilson & Co.	9,532	5,300	3,540
Boyd-Lunham & Co.	3,470	2,929	4,271
Western Pkg. & Pro. Co.	6,070	6,550	7,100
Roberts & Oaks	3,642	3,793	2,531
Miller & Hart	3,976	2,458	3,116
Independent Packing Co.	5,864	5,207	3,025
Brennan Packing Co.	5,965	5,167	4,497
Agar Packing Co.	1,563	1,290	925
Total	72,761	44,821	42,967

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	30	25	12
Rib roast, light end.	40	30	20
Chuck roast.	28	20	14
Steaks, round.	50	40	20
Steaks, sirloin, first cut.	50	35	22
Steaks, porterhouse.	55	40	25
Steaks, flank.	28	25	18
Beef stew, chuck.	20	18	12 1/2
Corned briskets, boneless.	24	22	15
Corned plates.	16	12	10
Corned rumps, boneless.	25	22	10

Lamb.

	Good.	Com.
Hindquarters	45	21
Legs	28	28
Stews	12 1/2	10
Chops, shoulder.	24	10
Chops, rib and loin.	60	..

Mutton.

Legs	24	..
Shoulders	16	..
Chops, rib and loin.	30	..

Pork.

Loins, whole, 8@10 avg.	36	@38
Loins, whole, 10@12 avg.	32	@34
Loins, whole, 12@14 avg.	28	@30
Loins, whole, 14 and over.	24	@26
Chops	45	@45
Shoulders	24	@24
Butts	28	@28
Spareribs	24	@18
Hocks	14	@14
Leaf lard, unrendered.	45	@22

Veal.

Hindquarters	25	@35
Forequarters	15	@22
Legs	22	@25
Breasts	14	@18
Shoulders	12	@24
Outlets	50	@50
Rib and loin chops.	40	@40

Butchers' Offal.

Suet	@ 8
Shop fat	@ 8
Bones, per 100 lbs.	@ 50
Calf skins	@ 19
Kips	@ 15
Deacons	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6%	6%
Crystals	7%	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F., carloads	3%	3%
Less than carloads, granulated.	4%	4
Crystals	5%	5
Keps, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago, bulk		\$ 7.00
Medium, car lots, per ton, f.o.b. Chicago, bulk		\$ 9.10
Rock, car lots, per ton, f.o.b. Chicago		\$ 7.30
Sugar—		
Raw sugar, 96 basis		@4.35
Second sugar, 90 basis		@3 1/2c
Syrup, testing 63 to 65 combined sucrose and invert		@0.31
Standard granulated, f.o.b. refiners (2%)		@5.40
Plantation granulated, f.o.b. New Orleans (less 2%)		@4.90

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2437 SOUTH LA SALLE STREET

CHICAGO, ILL.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Oct. 3.	Cor. week. 1924.
Prime native steers.....	13 @23	13 @19
Good native steers.....	17 @20	16 @17
Medium steers.....	12 @18	13 @15
Helpers, good.....	13 @18	13 @18
Cows.....	8 @14	7 @11
Hind quarters, choice.....	3 @30	2 @24
Fore quarters, choice.....	3 @17	3 @13

Beef Cuts.

Steer Loin, No. 1.....	@50	@32
Steer Loin, No. 2.....	@43	@28
Steer Short Loin, No. 1.....	@49	@44
Steer Short Loin, No. 2.....	@40	@40
Steer Loin Ends (hips).....	@31	@23
Steer Loin Ends, No. 2.....	@30	@22
Cow Loin.....	@20	@13
Cow Short Loin.....	@25	@20
Cow Loin Ends (hips).....	@16	@17
Steer Ribs, No. 1.....	@32	@28
Steer Ribs, No. 2.....	@30	@29
Cow Ribs No. 1.....	@20	@19
Cow Ribs No. 2.....	@18	@16
Cow Ribs No. 3.....	@12	@9
Steer Round, No. 1.....	@17 1/2	@14 1/2
Steer Round, No. 2.....	@16 1/2	@14
Steer Chucks, No. 1.....	@13	@11
Steer Chucks, No. 2.....	@13	@11 1/2
Cow Round.....	@13	@8
Cow Chucks.....	@9 1/2	@9
Steer Plates.....	@12 1/2	@9
Medium Plates.....	9 1/2 @12	@9
Briskets No. 1.....	@20	@15
Briskets No. 2.....	@18	@12
Steer Navel Ends.....	@9	@6
Cow Navel Ends.....	@7	@5
Fore Shanks.....	@6	@5
Hind Shanks.....	@5	@5
Rolls.....	@20	@20
Strip Loin, No. 1, boneless.....	@65	@60
Strip Loin, No. 2.....	@60	@50
Strip Loin, No. 3.....	@40	@35
Sirloin Butts, No. 1.....	@36	@30
Sirloin Butts, No. 2.....	@25	@20
Sirloin Butts, No. 3.....	@18	@18
Beef Tenderloins, No. 1.....	@75	@70
Beef Tenderloins, No. 2.....	@65	@60
Rump Butts.....	@17	@17
Flank Steaks.....	@15	@15
Shoulder Cuts.....	@15	@10
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains, per lb.....	@ 8	@ 9
Hearts.....	@ 8	@ 8 1/2
Tongues.....	20 @30	29 @30
Sweetbreads.....	38 @35	38 @35
Ox-Tail, per lb.....	8 @9	8 @10
Fresh Tripe, plain.....	@ 4	@ 4
Fresh Tripe, H. C.....	@ 6 1/2	@ 6 1/2
Livers.....	7 1/2 @12 1/2	8 @9
Kidneys, per lb.....	9 1/2 @10	8 @8

Veal.

Choice Carcass.....	21 @22	17 @19
Good Carcass.....	13 @20	13 @16
Good Saddle.....	25 @30	20 @26
Good Backs.....	14 @15	8 @12
Medium Backs.....	7 @10	5 @8

Veal Products.

Brains, each.....	9 @10	8 @9
Sweetbreads.....	58 @60	52 @60
Calf Livers.....	35 @36	32 @35

Lamb.

Choice Lambs.....	@30	@23
Medium Lambs.....	@28	@21
Choice Saddle.....	@25	@21
Medium Saddle.....	@20	@24
Choice Fores.....	@24	@18
Medium Fores.....	@23	@16
Lamb Fries, per lb.....	@31	31 @32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@ 8	@ 7
Light sheep.....	@15	@12
Heavy Saddle.....	@12	@10
Light Saddle.....	@13	@14
Heavy Fores.....	@ 7	@ 6
Light Fores.....	@13	@ 9
Mutton Legs.....	@20	@16
Mutton Loin.....	@16	@15
Mutton Stew.....	@ 8	@ 7
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@18	@15
Pork Loin, 6@10 lbs. avg.....	@31	@30
Leaf Lard.....	@18	@18
Tenderloin.....	48 @50	48 @50
Spare Ribs.....	@17	@15
Butts.....	25 @26	23 @23
Hocks.....	@12	@11
Tails.....	@13	@ 9
Shouts.....	3 1/2 @13	3 1/2 @9
Pigs' Feet.....	5 @12	5 @9
Pigs' Heads.....	@ 9	@ 6 1/2
Blade Bones.....	@18	@ 9
Cheek Meat.....	@14	@11
Skinned Shoulders.....	19 @20	15 @15 1/2
Pork Hearts.....	@ 7	@ 7
Pork Kidneys, per lb.....	@ 8	@ 7
Slip Bones.....	@ 9	@ 9
Tail Bones.....	@12	@ 9
Back Fat.....	@16	@14
Hams.....	@25	@22 1/2
Cans.....	17 @13 1/2	19 @13 1/2
Bellies.....	@23	@19

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@32
Country style sausage, fresh in bulk.....	@24
Country style sausage, fresh in bulk.....	@22
Country style sausage, smoked.....	@26
Mixed sausage, fresh.....	@18
Frankfurts in pork casings.....	@17
Frankfurts in sheep casings.....	@17 1/2
Bologna in beef bungs, choice.....	@18 1/2
Bologna in beef middles, choice.....	@16
Bologna in cloth, paraffined, choice.....	@23
Liver sausage in hog bungs.....	@15
Liver sausage in beef rounds.....	@13
Head cheese.....	@15
New England luncheon specialty.....	@29
Liberty luncheon specialty.....	@26
Mixed luncheon specialty.....	@16
Tongue sausage.....	@24
Blood sausage.....	@18
Polish sausage.....	@17 1/2
Souse sausage.....	@17

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@61
Cervelat, new condition, in hog bungs.....	@18
Cervelat, new condition, in beef middles.....	@18
Thuringer Cervelat.....	@23
Farmer.....	@29
Holsteiner.....	@27
B. C. Salami, choice.....	@48
Milano Salami, choice, in hog bungs.....	@48
B. C. Salami, new condition.....	@24
Frisses, choice, in hog middles.....	@41
Finosa style Salami.....	@56
Peperoni.....	@40
Mortadella, new condition.....	@23
Capicola.....	@63
Italian style hams.....	@43
Virginia style hams.....	@43

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	18 1/2 @17
Special lean pork trimmings.....	@18 1/2
Extra lean pork trimmings.....	19 1/2 @20
Neck bone pork trimmings.....	17 @17 1/2
Pork cheek meat.....	14 1/2 @15
Pork hearts.....	@ 6
Fancy boneless bull meat (heavy).....	@ 8
Boneless chucks.....	9 1/2 @10
Shank meat.....	8 1/2 @9
No. 1 beef trimmings.....	8 1/2 @9
Beef hearts.....	@ 6
Beef cheeks, trimmed.....	@ 7 1/2
Dr. can cobs, 300 lb. and up.....	6 1/2 @7
Dr. cutters, 350 lbs. and up.....	7 1/2 @8
Dr. bologna buns, 500-700 lbs.....	8 @8 1/2
Beef tripe.....	3 1/2 @4
Cured pork tongues (can trim.).....	15 @15 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	20 1/2
Beef rounds, export, 225 sets per tierce, per set.....	@35
Beef middles, 110 sets per tierce, per set.....	@2.00
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@23
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@24
Beef wessands, No. 1, per piece.....	@17
Beef wessands, No. 2, per piece.....	@12
Beef bladders, small, per doz.....	@1.50
Beef bladders, large, per doz.....	@2.00
Hog casings, medium, f. o. b., per lb.....	@1.75
Hog casings, narrow, f. o. b., per lb.....	@1.50
Hog middles, without cap, per set.....	@17
Hog middles, with cap, per set.....	@17
Hog bungs, export.....	@24
Hog bungs, large, prime.....	@24
Hog bungs, medium.....	@19
Hog bungs, small, prime.....	@10
Hog bungs, narrow.....	@ 5
Hog stomachs, per piece.....	@ 8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200 lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	53.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	38.50
Family back pork, 20 to 34 pieces.....	43.00
Family back pork, 35 to 45 pieces.....	44.00
Clear back pork, 40 to 50 pieces.....	45.50
Clear plate pork, 25 to 35 pieces.....	36.50
Clear plate pork, 35 to 45 pieces.....	34.50
Brisket pork.....	42.00
Bean pork.....	30.00
Plate beef.....	21.00
Extra plate beef, 200 lb. bbl.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.55@1.57 1/2
Oak pork barrels, black iron hoops.....	1.75@1.77 1/2
Ash pork barrels, galv. iron hoops.....	1.75@1.77 1/2
White oak ham tierces.....	2.70
Red oak lard tierces.....	2.15@2.17 1/2
White oak lard tierces.....	2.35@2.40

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@26
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@24 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (50 and 60 lb. solid packed tubs, 1c per lb. less.).....	@22
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@17

DRY SALT MEATS.

Extra short clears.....	@19 1/2
Extra short ribs.....	@19 1/2
Short clear middles, 60-lb. avg.....	@19 1/2
Clear bellies, 14@16 lbs.....	@21 1/2
Clear bellies, 18@20 lbs.....	@21 1/2
Clear bellies, 25@30 lbs.....	@20 1/2
Rib bellies, 20@25 lbs.....	@20 1/2
Rib bellies 25@30 lbs.....	@20 1/2
Fat backs, 10@12 lbs.....	@17 1/2
Fat backs, 12@14 lbs.....	@17 1/2
Fat backs, 14@16 lbs.....	@18 1/2
Regular plates.....	@18 1/2
Butts.....	@13 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@30
Skinned hams, fancy, 16@18 lbs.....	@31
Standard regular hams, 12@16 lbs.....	@29
Picnics, 6@8 lbs.....	@20 1/2
Standard bacon, 4@8 lbs.....	@35 1/2
Standard bacon, 10@12 lbs.....	@34 1/2
Standard bacon, 12@14 lbs.....	@32 1/2
Standard bacon strips, 6@7 lbs.....	@33
Cooked hams, choice, skin on, surplus fat off, smoked.....	@42
Cooked hams, choice, skinned, surplus fat off.....	@43
Cooked hams, choice, skinned, surplus fat off.....	@44
Cooked picnics, skin on; surplus fat off.....	@26
Cooked picnics, skinned; surplus fat off.....	@27
Cooked loin roll, smoked.....	@42

ANIMAL OILS.

Prime lard oil.....	19 1/2 @20 1/2
Extra winter strained.....	17 1/2 @18
Extra lard oil.....	14 @14 1/2
Extra No. 1 lard.....	13 @13 1/2
No. 1 lard oil.....	12 1/2 @13 1/2
No. 2 lard oil.....	12 1/2 @13 1/2
Pure neatfoot oil.....	14 1/2 @15
Extra neatfoot oil.....	13 @13 1/2
No. 1 neatfoot oil.....	12 1/2 @13 1/2
Acidless tallow oil.....	13 @13 1/2

LARD (Unrefined).

Prime steam, cash tierces.....	@16.65
Prime, steam, loose.....	@16.62
Leaf, raw.....	@16.75
Neutral lard.....	@20.25

LARD (Refined).

Pure lard, kettle rendered, per lb.....	@17.50
Pure lard tierces.....	@17.50
Compound.....	@13.00

OLEO OIL AND STEARINE.

Oleo, oil, extra.....	15 1/2 @16
Oleo stock.....	14 @16
Prime No. 1 oleo oil.....	14 @14 1/2
Prime No. 2 oleo oil.....	13 @13 1/2
No. 3 oleo oil.....	12 1/2 @13 1/2
Prime oleo stearine, edible.....	16 1/2 @17

TALLOW AND GREASES.

Edible tallow, under 2% acid, 45-titre.....	10 1/2 @11
Prime Fkr. tallow.....	10 1/2 @10 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	9 1/2 @9 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8 1/2 @8 1/2
Choice white grease, max. 4% acid, loose, Chicago.....	13 @13 1/2
B-White grease, max. 5% acid.....	9 1/2 @9 1/2
Yellow grease, 12-14 f.f.a.....	9 1/2 @9 1/2
Brown grease, 40 f.f.a.....	8 1/2 @8 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-ley points.....	8 1/2 @9
White deodorized, in bbls., c.a.f. Chicago.....	12 1/2 @13
Yellow, deodorized, in bbls.....	12 1/2 @13
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	3 @3 1/2
Corn oil in tanks, f.o.b. bbls.....	9 1/2 @10
Soya bean oil, sellers tank f.o.b. coast.....	11 1/2 @11 1/2
Cocconut oil, sellers tank f.o.b. coast.....	10 1/2 @11 1/2
Refined in bbls., c.a.f. Chicago.....	@13

FERTILIZERS.

Blood, ground.....	4.40@4.50
Hooftmeal.....	3.15@3.35
Ground tankage, 10 to 12%.....	4.00@4.25
Ground tankage, 6 to 9%.....	3.25@3.50
Crushed and unground tankage.....	2.75@3.00
Ground raw bone, per ton.....	29.00@32.00
Ground steamed bone.....	25.00@28.00
Unground steam bone.....	20.00@23.00
Unground bone tankage.....	18.00@20.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lbs. average.....	250.00@275.00
No. 2 horns, 40 lb. average.....	175.00@200.00
No. 3 horns.....	100.00@125.00
Horns, black and striped.....	45.00@50.00
Horns, white.....	70.00@75.00
Round shin bones, heavies.....	90.00@100.00
Round shin bones, lights and med.....	55.00@55.00
Heavy flats.....	50.00@55.00
Light flats.....	45.00@50.00
Thigh bones, heavies.....	90.00@100.00
Thigh bones, lights and med.....	85.00@90.00
Buttock bones.....	50.00@55.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Retailer's Responsibility

What the Meat Dealer Owes to the Town He Lives In

By Joseph F. Seng.*

The place we occupy on this earth is the rent we pay for being here. The service we render is the standard we are measured by in the community in which we live. This place we occupy should be dedicated to and operated for the benefit of those with whom we come in daily contact.

The reward the retail marketman receives will be commensurate with the service, integrity and honesty with which he serves his community. Without these precepts he can never expect to reach the pinnacle of success.

Poor Methods Cannot Succeed.

Slipshod, unethical and dishonest practices cannot prevail if we wish to prosper. Sooner or later the customer begins to suspect, and the neighboring merchant finds that there is no need to fear such competition, provided he lives up to true business ethics. It may take time, but in the end fair and upright treatment will prevail, and the retail meat dealer will be recognized for such service.

The price cutter is still less to be feared. He has at best but three different methods to practice. The first is buying inferior goods; the second is being unfair in regard to weights or measures; the third is the dead beat or bankruptcy method. In the end they all lead to the same station.

Must Play the Game Fair.

The only way to be successful in business is to play the game fair with everyone, making your standing in life respected by everyone, even though you may not be the largest measured in dollars and cents. The life you lead will leave a better trail for those who are to follow.

A good mixer is always welcome, especially if he is not a fool spender. The latter cannot buy the aforesaid qualities. Mixing with your fellow men by attending meetings and conventions will broaden your mind and practices. People will know you and you will learn to know them.

I once said that our meetings are our educational features, our chautauquas so to speak, where we meet once or twice a month in a friendly way. Our state meeting is our high school, and the national convention is our college education.

Cooperation Necessary to Succeed.

The retail meat business is big enough and important enough to warrant making every effort in getting together, not only for the sake of acquaintance, but to learn what our fellow craftsmen are doing, and to find improved methods of doing business.

*Read at the convention of the Wisconsin Retail Marketmen's Association, held Sept. 13, in Milwaukee.

Occasionally you may have to sit through a tiresome discussion, but oftener it will be of great interest, the value of which you cannot buy.

Association in the meat business is vital. It passes beyond school work. There are many problems that come up for discussion which need to be analyzed. This can only be done with the full co-operation of our fellow members. Doing this will keep our method of doing business up to date at all times.

No Man Can Stand Alone.

In this day and age there is no man so big that he can stand alone. Modern business practice makes it essential that he have the help and assistance that only association can give him.

Another item of prime importance is the trade papers. Take as many of them as you can afford and devote at least one hour a week to careful study and analysis of them. File away items that are of importance for future reference.

It is also important in this day to keep those who are working for and with you in mind. Let them know that upon your success depends their welfare. Treat them as you would want to be treated if you were in their position.

I cannot advocate partnerships unless the business is large enough to warrant it, but a liberal bonus at the end of the year will show that you are willing to do the right thing.

Treat Other Fellow Square.

Just a word in conclusion in the interest of those from whom you make your purchases. Be dependable, truthful and gentlemanly; above all meet your obligations promptly. Doing these things will go a long way toward fostering good fellowship. Remember they are human and love respect and fair treatment as well as you do. Keep scrupulously clean in dress, body and business.

If you will follow this well-meant, fatherly advice you need not fear competition, nor be afraid to charge a reasonable profit. Keep your books so that you know the financial health of your business each month, and success is yours.



Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.
Address your inquiries to Retail Editor,
THE NATIONAL PROVISIONER, Old Colony
Bldg., Chicago.

Using Ham Butts and Shanks

A Western meat dealer is anxious to find some way to reduce his losses on ham butts and shanks.

He believes that one way to do this would be to make them up into some sort of a sandwich spread, and writes as follows regarding this matter:

Editor The National Provisioner:

I have on hand from time to time large quantities of butts and shanks which are left from high-grade brands of raw hams which I sell in sliced form. I have more or less difficulty in disposing of these left-overs to advantage.

I am wondering if you folks know of some recipe by which they could be made up in suitable form for use as a sandwich spread. If possible, I would like to prepare this product to be sold in jars.

The approximate weight of each butt or shank is about three pounds.

Special Sales.—Regarding the problem of disposing of large quantities of butts and shanks where the balance of the hams are sold in sliced form, many meat dealers put on special sales featuring these. In such cases housewives seem to be quick to take advantage of the low prices on these pieces.

In such sales the pieces are lumped off and not sold by the pound. A good shank with a liberal portion of meat is sold for, say, 35c. Such a piece would serve a large family for a boiled dinner with vegetables.

Of course, when this is done the loss on these ends must be made up in the price of the center cuts of the hams. But even at a low price, part of the loss is made up in selling these left-overs at special sales.

It is not a difficult matter to put on a campaign featuring special sales on given days for boiled dinners, and at the same time figuring intelligently on the price of the center cuts.

Making Sandwich Meat.—The idea of working shank and butt ends into sandwich meat can be worked out, but it is a question whether it would be profitable considering the labor and cost of handling.

To begin with, these ends must be cooked at a boiling temperature until the meat is tender and can be removed from the bones readily. Here there is a loss in cooking shrink, rind and bone, the bone alone representing a considerable portion of the weight of the shank end.

In the preparation of a sandwich spread, the cooked meat should be ground to a fairly fine consistency and mixed with a cooked mayonnaise and seasoning of chopped pickle, a bit of onion or green pepper, or such other seasoning as is desirable to meet the taste of the trade.

Such a product is a delicatessen store

article, and should not be made up in too large quantities, any more than any other cooked meat preparation would be.

Meat for Boiled Dinners.—With the approach of the autumn and winter months it might be easier to dispose of these shanks and butts through the medium of meat for the boiled dinner than as a sandwich spread, although there would always be a certain demand for the latter, even in the coldest months.

Make into Head Cheese.—Another way of utilizing these pieces is to make a head cheese in crocks. Boil the meats and remove the bones and skins. If trimmings from pork and beef are available, pickle these for a few days. After they are cured, boil until sufficiently tender and grind through a coarse plate of the hashing machine, or chop by hand and mix the meats from the shanks and butts with the pork and beef material, using a little seasoning—pepper, caraway seed, a pinch of ground cloves and allspice.

If there is a sufficient accumulation of pork rinds (either green or pickled) boil them for 1½ hours until tender and grind through the fine plate and mix with the coarse-cut meat, which will act as a binder.

When cooking the pork rinds save the meat liquid and boil down after rinds are removed. In extreme cold weather this can be used to good advantage, but during warmer weather it is advisable to use commercial gelatine. Use one part of gelatine to seven parts hot water, and thoroughly dissolve the commercial gelatine in the hot water. Then add just enough vinegar to destroy the flat taste of the gelatine water. Add at least 30 lbs. of this liquid to each 100 lbs. of meat. Mix with the cooked ground meats and spices thoroughly, then fill in crocks and allow to chill completely before placing on the counter.

A few slices of lemon may be imbedded in the top of the meat to give the product a more appetizing appearance.

LOCAL AND PERSONAL.

Commercial Grocery & Market House has been incorporated at 454 East 47th street, Chicago, with a capital stock of \$1,500 by Joseph Roth, Giza Scheiffer and Louis Newman.

Ward Miller has sold his meat market in Kingston, Ohio, to R. M. Grogan and his son Richard.

A. J. Wittick has sold his two meat markets in Waterloo, Ia., to W. E. Peavey.

A new meat market has been opened in Bradford, Ohio, by H. A. Harbison.

Joe Elson has purchased the interest of George Pepper in the Sanitary Market, Moscow, Ida.

H. I. McCurtain is about to open a meat market in Sandpoint, Ida.

Alex. Jarzombek and Felix Skidowski have engaged in business in Aberdeen, Wash., as the Harbor Grocery & Meat Co.

Hoss & Willard will rebuild their meat market in Centralia, Wash., which was recently damaged by fire.

A. M. Fairley has opened The Farmers Meat Market in Mt. Vernon, Wash.

James Roane has sold his meat market in Miles City, Mont., to Eugene Matthews.

Galen S. Sandeman has purchased the Scott meat and grocery business in Corn- ing, Ia.

C. H. McErlande has sold his meat and grocery business in Austin, Minn., to Ed. Nitzkowski.

Max Moskovitz has discontinued his meat market in Missouri Valley, Ia.

E. H. Hillyer has purchased the DeVos Grocery & Meat Market, Hancock, Wis.

C. E. Lang & Sons have purchased the Bellevue Market in Ralston, Neb., from Fred Miller.

D. D. Warner has sold the Jumbo Market in Orleans, Neb., to W. R. & L. L. Watkins.

Ed. M. Sayre has engaged in the meat business in Morrill, Neb.

J. W. Roberts has opened a new meat and grocery business at 16th and Military Ave., Baxter Springs, Kas.

The Spot Cash Grocery in Burlingame, Kas., is installing a meat market.

Fish & Lucky have purchased the Davidson meat and grocery store in Centerville, Kas.

L. Chambers is about to engage in the meat business in Eugene, Ore.

George King has purchased the Quality Market in Emmett, Ida.

Frank Vyzralek has sold his meat market in Burke, S. D., to Kallandae Brothers.

John Roth has sold his meat market in Holland, Minn., to Thomas Jobs.

S. R. Strassberg has sold his interest in the Walker Meat Market, Walker, Minn., to his partner, John Whiteberg.

Alfred Voegeli has sold his meat market in Monticello, Wis., to Adolph Masshardt.

Leonard Cummins has sold his meat market in Hamburg, Ia., to William Thomas and his son.

A new meat market has been opened in Cohasset, Minn., by Benzing & Beebe.

Robinson & Clark have sold their meat market in Big Springs, Nebr., to Charles Chase.

D. D. Warner has sold his meat market and grocery in Orleans, Nebr., to Peter and L. L. Watkins.

Matthew Doran has sold his meat market in Nicollet, Minn., to August Schroeder.

F. J. Hanna has sold his interest in the Smith & Hanna Meat Market in Hot Springs, Mont., to his partner, H. E. Smith.

Henry L. Lentz has sold his meat market in Waverly, Minn., to Mr. and Mrs. Ruff.

Timothy Davis has sold his interest in the City Meat Market in Oconto, Wis., to his partner, Paul Heroux.

Thomas Brattin and G. P. Moore have sold their Peoples' Meat Market in Winters, Calif., to J. S. Lewis and P. Scarafoni.

Roy Hemingway has opened a meat market in the Farmers Store, Chadron, Neb.

James A. Hook has purchased the meat and grocery business at 118 E. State, Redlands, Cal., from Van Diest & Leach.

Brown's Meat Market will soon open for business in Winchester, Ida.

Jalenick Bros. have moved their meat business from 2248 19th street, San Francisco, Cal., to 698 Vermont.

Carney's Market has opened for business at 2872 24th street, San Francisco, Cal.

Wm. Constantine has purchased a half interest in the Mybros Meat Market, 5th and Yamhill street, Portland, Ore.

M. Donnelly has purchased the LaPine Meat Market, LaPine, Ore.

Fred Knorr has engaged in the meat business at Beaverton, Ore.

Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

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O. E. Linnell is reported to have purchased the meat market of J. E. Neilson, Riverton, Wash.

Paul Essen has engaged in the meat and grocery business in Madison, Wis.

Chas. Frazey has sold his interest in the City Market, in Hill City, Kas., to his partner, E. M. Gishwiller.

The Cash Meat Market has been opened in Aurora, Kas., by Ahrends Bros., with A. J. Ahrends in charge.

George Borchert has purchased the McKinney meat market in Scribner, Neb. K. Epstein has purchased the Woodruff Meat Market at 24th and Fort street, Omaha, Neb.

Hein & Wacker have engaged in the meat and grocery business at 120 East B street, McCook, Neb.

J. W. Shelenberger has purchased the meat market of Lynch & Hummel in Humboldt, Neb.

Joe Wesselman has sold his Keystone Market at Fourth and Walnut streets, Grand Island, Neb., to Lloyd O'Hol- leran.

New York Section

Carl Fowler, branch house department, Cudahy Packing Company, Chicago, was a visitor to the city this week.

Irving Blumenthal, treasurer of the United Dressed Beef Company, returned from a short trip abroad on the Aquitania on Monday.

John Patterson, of the beef department, central office, Swift & Company, New York, is taking a belated vacation in the vicinity of Port Jervis.

Among the visitors to Wilson & Company this week were president Thomas E. Wilson, vice president Arthur Lowenstein, and treasurer Wm. C. Bueth.

One of the features of the Mineola Fair which has been attracting much attention and favorable comment is the famous Wilson six-horse team that has been showing there all week.

The bowling club in the Bronx of which Mrs. Fred Hirsch and Mrs. R. Schumacher are members had its first fall meeting on Tuesday. The score of these two ladies could not be learned up to the time of going to press. Whether the score was good or poor, Mrs. Hirsch has a catch of a three-pound eel on the preceeding day to her credit.

W. B. Cassell of Baltimore, after spending a day in New York last week, went to Montclair, where he played golf. He showed the New Jersey players that he was an adept at both kinds of golf, Scotch and African.

On Saturday, September 26, William Zeigler, of Ye Olde New York Branch, and Mrs. Zeigler, president of the Ladies Auxiliary, United Master Butchers of America, celebrated their fifth wedding anniversary.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 26, 1925: Meat.—Manhattan, 2,406 lbs.; Brooklyn, 332 lbs.; Bronx, 2 lbs.; Richmond, 35 lbs.; total, 2,775 lbs. Fish.—Manhattan, 336 lbs.; Bronx, 46 lbs.; Richmond, 5 lbs.; total, 387 lbs. Poultry and game.—Manhattan, 600 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 12, 1925: Meat.—Manhattan, 264 lbs.; Brooklyn, 11 lbs.; total, 275 lbs. Fish.—Brooklyn, 45 lbs. Poultry and game.—Manhattan, 2½ lbs.; Brooklyn, 4 lbs.; total, 6½ lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 19, 1925: Meat.—Manhattan, 7,096 lbs.; Brooklyn, 15 lbs.; Queens, 356 lbs.; total, 7,467 lbs. Fish.—Manhattan, 1,470 lbs.; Brooklyn, 1,600 lbs.; total, 3,070 lbs.

TRADE PIONEER PASSES ON.

It was with a feeling of great loss that the trade learned the latter part of last week of the passing of Max Brand, founder of Max Brand & Sons.

Mr. Brand was born in Bavaria in 1861 and migrated to this country between 45



THE LATE MAX BRAND AND MRS. BRAND.

and 48 years ago. Arriving in America without funds, but with a good education in salesmanship, he did all sorts of odd jobs until he secured a position with the Atlantic & Pacific Company. From there he branched out, starting in business for himself.

On January 3, 1886, he married Miss Emma Adelsdorfer, daughter of David Adelsdorfer, well-known to the sausage makers of the East and one of the founders of the United Dressed Beef Company. He continued in business until he met reverses in 1892. While he did not have a dollar when going out of business, yet he made good, paying every cent.

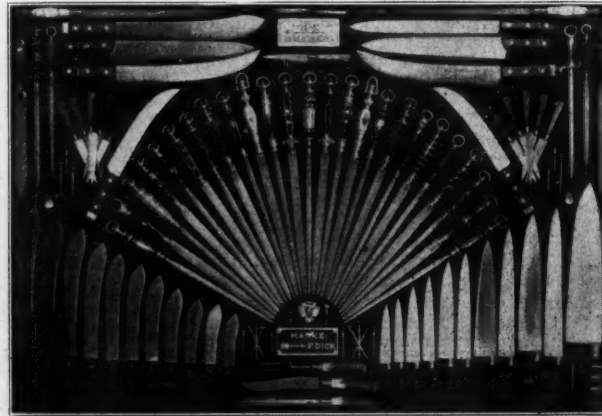
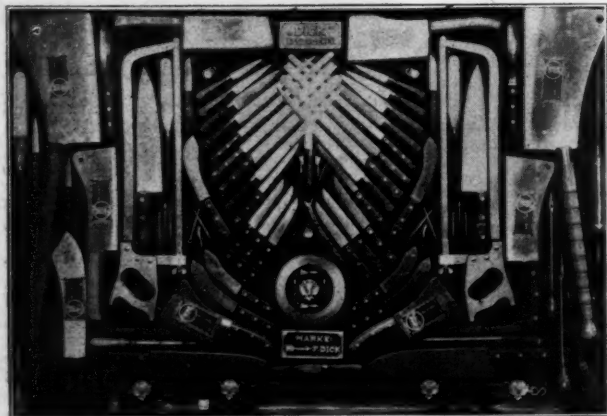
After going out of his own business he became connected with Wolf, Sayer and Heller, where he remained until 1904. At this time he started in the supply business and with the aid of his three sons—Leo, Jesse and Alfred—gradually worked up into the casings business, in which he had become very proficient.

Mr. Brand's pride was the gas smoke house, which he in conjunction with William Eppinger, now dead, originated in this country.

The many charitable deeds which Mr. Brand performed were done in such a quiet, unostentatious manner that even his own family were unaware of them. His personal services were always at the command of a friend, of which he had a host. This was demonstrated at the funeral services, where people in all walks of life, from the poorest to the richest, paid their respects. As he had lived a quiet life, his funeral services, which were held at the Universal Chapel, Lexington Avenue and Fifty-second Street, at 10:30 on Sunday morning, were simple. The interment was at Mount Hope Cemetery.

He was a member of the Progress Club, Noah Benevolent Society and the Deborah Verein No. 1.

Another delightful auto-trip was made on last Sunday by Chairman of the New York Meat Council and Mrs. Frank P. Burck, State president and Mrs. Fred Hirsch, Mr. and Mrs. Charles Hembdt and their daughters, Mr. and Mrs. A. Dimatteo and their two daughters, Mr. and Mrs. R. Schumacher and their son, Miss Lulu Hirsch, Mr. Walter Lundblatt, Mr. Arthur Hirsch and Mr. and Mrs. E. A. Geisler and daughter. A real chicken dinner with all the side trimmings was awaiting the hungry guests upon their arrival. After a pleasant afternoon walking in the woods, the party returned home a little too early, so a stop of a few hours for music and light refreshments was made at the home of the Schumachers in the Bronx.




UNIQUE DISPLAY OF BUTCHERS' TOOLS AT RETAILERS' CONVENTION.

An interesting feature of the recent convention of the Retail Meat Dealers' Association at Omaha, Nebr., was two displays of butchers' tools, arranged by Albert Jordan, of New York. Mr. Jordan is sole American distributor for the famous Paul F. Dick butchers' cutlery, which is made in Esslingen, Germany.

One display was given over to knives and steels, while the other contained knives, cleavers, saws, skewer needles, etc. The exceedingly clever arrangement of the tools which made for a very artistic showing, caused a great deal of favorable comment.

RETAILERS PLAN BIG TIME.

A joint meeting of the Interbranch Ball Committee and the Compensation Insurance Committee, United Master Butchers of America, was held on Monday evening of this week. George Kramer was chairman of the Compensation Insurance meeting, which took up many matters of routine business and reported progress. At the Interbranch Ball Committee meeting state president Fred Hirsch was chairman. Representatives from all the branches in Greater New York were present. Active cooperation is being given in the work on the souvenir program, which will be the only one issued by the United Master Butchers this year. The executive committee hopes to secure the cooperation of the patrons of the programs of the several branches during past years. The various committees have been selected, the chairmen of which are: Arrangement committee, George Kramer; printing, Rudolph Schumacher; program, Frank P. Burck; entertainment, Charles Raedle; reception, Philip Gerard; floor, Joseph Eschelbacher; press, Louis Bender; ladies, Mrs. Wm. Zeigler.



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Since 1887, makers of

"The Salt that's all Salt."

If equipment can effect a saving in your plant you are paying a tax equal to that saving until you install that equipment.—Henry Ford.

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	80.35@10.75
Cows, canners and cutters	2.00@ 3.50
Bulls, bologna	4.50@ 5.25

LIVE CALVES.

Calves, veal, prime, per 100 lbs.	@17.00
Calves, veal, fair to good	16.00@16.75
Calves, veals, culls, per 100 lbs.	8.00@11.00

LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.	@16.50
Lambs, fair to good, per 100 lbs.	15.50@16.00
State lambs	15.75@16.25

LIVE HOGS.

Hogs, heavy	14.10@14.25
Hogs, medium	@14.25
Hogs, 160 lbs.	14.10@14.25
Hogs, 140 lbs.	@14.15
Pigs, under 70 pounds	13.50@13.75
Roughs	11.50@11.75

DRESSED BEEF.

Choice, native, heavy	22 @24
Choice, native, light	22 @25
Native, common to fair	17 @21

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	23 @24
Native choice yearlings, 400@600 lbs.	24 @25
Western steers, 600@800 lbs.	16 @18
Texas steers, 400@600 lbs.	13 @15
Good to choice heifers	21 @22
Good to choice cows	13 @15
Common to fair cows	10 @11
Fresh bologna bulls	9 @10

BEEF CUTS.

	Western.	City.
No. 1 ribs	32 @33	30 @34
No. 2 ribs	26 @28	27 @29
No. 3 ribs	@14	22 @26
No. 1 loins	@38	38 @44
No. 2 loins	@30	33 @37
No. 3 loins	@13	28 @32
No. 1 hinds and ribs	31 @32	30 @34
No. 2 hinds and ribs	25 @27	25 @29
No. 3 hinds and ribs	19 @22	18 @24
No. 1 rounds	@20	18 @20
No. 2 rounds	@16	16 @17
No. 3 rounds	@11	@15
No. 1 chucks	@18	17 @18
No. 2 chucks	@12	14 @16
No. 3 chucks	@ 8	12 @13
Bolognas	@ 6	10 @11
Bolls, reg., 4@6 lbs. avg.	22 @23	
Bolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Primes	20 @28
Choice	25 @26
Good	24 @25
Medium	22 @23

DRESSED HOGS.

Hogs, heavy	@20%
Hogs, 160 lbs.	@21
Hogs, 160 lbs.	@21½
Pigs, 80 lbs.	21%
Pigs, under 140 lbs.	@21%

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	29 @30
Lambs, poor grade	22 @25
Sheep, choice	26 @28
Sheep, medium to good	14 @16
Sheep, culls	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	27 @28
Hams, 10@12 lbs. avg.	26½ @27½
Hams, 13@14 lbs. avg.	26 @27
Picnics, 4@6 lbs., avg.	20½ @21½
Picnics, 6@8 lbs., avg.	19½ @20
Rollettes, 6@8 lbs. avg.	20½ @21
Beef tongue, light	35 @38
Beef tongue, heavy	38 @40
Bacon, boneless, Western	34 @35
Bacon, boneless, city	30 @31
Pickled bellies, 10@12 lbs. avg.	25 @26

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lb. avg.	33 @34
Pork tenderloins, fresh	@50
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	22 @23
Shoulders, Western, 10@12 lbs. avg.	22 @23
Butts, boneless, Western	29 @30
Butts, regular, Western	26 @27
Hams, city, fresh, 8@10 lbs. avg.	28 @29
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	23 @24
Pork trimmings, regular 50% lean	18 @19
Spare ribs, fresh	16 @17
Leaf lard, raw	19 @20

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	90.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 70.00
Black hoofs, per ton	40.00 @ 50.00
Striped hoofs, per ton	40.00 @ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@38c	a pound
Sweetbreads, beef	@60c	a pound
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@60c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@18c	a pound
Oxtails	@12c	a pound
Hearts, beef	@ 9c	a pound
Beef hanging tenders	@18c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 4½
Edible suet	@ 6½
Cond. suet	@ 5½
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, Sing., white	33	36
Pepper, Sing., black	24	27
Pepper, Cayenne	12	19
Pepper, red	22	22
Allspice	12½	15½
Cinnamon	14	17
Coriander	6	9
Cloves	30	35
Ginger	24	27
Mace	1.12	1.25

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	Kip. H.kip.
Prime No. 1 Veals	2.30	2.60	2.85	3.55
Prime No. 2 Veals	2.21	2.40	2.60	3.30
Buttermilk No. 1	2.25	2.30	2.50	...
Buttermilk No. 2	2.18	2.05	2.25	...
Branded Gruby	1.15	1.05	1.85	2.10
Number 3	At Value			

CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined nitrate soda, granulated	4½c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined nitrate soda, granulated	4c	3½c
Carload lots:		
Double refined saltpetre, granulated	6½c	6c
Double refined nitrate soda, granulated	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.	25 @27
Western, 31 to 35 lbs. to dozen, lb.	25 @27
Western, 25 to 30 lbs. to dozen, lb.	27 @29
Western, 21 to 24 lbs. to dozen, lb.	30 @33
Western, 17 to 20 lbs. to dozen, lb.	30 @35
Chickens—fresh—dry packed, milk fed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.	28 @29
Western, 31 to 35 lbs. to dozen, lb.	28 @29
Western, 25 to 30 lbs. to dozen, lb.	30 @32

Western, 21 to 24 lbs. to dozen, lb. 34 @36

Western, 17 to 20 lbs. to dozen, lb. 36 @39

Fowls—fresh—dry packed—barrels—fair to good:

Western, 6 lbs. and over, lb.	26 @29
Western, 5 to 5½ lbs., lb.	26 @29
Western, 4 to 4½ lbs., lb.	24 @27
Western, 3½ lbs., lb.	21 @23
Western, 3 lbs. each and under, lb.	20 @21

Ducks—

Long Island, bbls., No. 1, lb.	@25
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Squabs—

White, 12 lbs. to dozen, per dozen	@6.50
White, 10 lbs. to dozen, per dozen	@5.50
Culls, per dozen	1.00@2.00

LIVE POULTRY.

Chickens, colored, via express	26 @28
Turkeys, via express	28 @30
Geese, swan, via freight or express	@12
Pigeons, per pair, via freight or express	@25
Guineas, per pair, via freight or express	@75

BUTTER.

Creamery, extra (92 score)	@50½
Creamery, firsts (90 to 91 score)	48½ @50
Creamery, seconds	44½ @45½
Creamery, lower grades	43½ @44½

EGGS.

Extras, per dozen	52 @56
Extra firsts	47 @51
Firsts	40 @45
Checks	27½ @30½

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.80
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.90
Blood, dried, 15-16%, per unit	@4.15
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.50@10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50@10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.00@50c
Soda Nitrate, in bags, 100 lbs. spot	@2.55
Soda Nitrate, in bags, November	@2.59
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25@10c
Tankage, unground 9-10% ammonia	3.75@10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags, per ton	@35.00
Bone meal, raw, 4½ and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16%	@10.10
Potash.	
Kalnit, 12.4% bulk, per ton	@ 8.00
Manure salt, 20% bulk, per ton	11.00
Muriate in bags, basis 80%, per ton	@33.00
Sulphate in bags, basis 90%, per ton	@43.50

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Sept. 24, 1925:

	Sept. 18	19	21	22	23	24
Chicago	46½	46½	46½	46½	46½	47-47½
New York	48	48	48½	49	49½	49½
Boston	48	48	48	48½	49	49½
Philadelphia	40	40	49½	50	50½	50½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	45½	45½	45½	46	46	46½
Receipts of butter by cities (tubs):						
This week.						
Last week.						
— Since Jan. 1 —						
1925.						
1924.						
Chicago	34,001	35,265	36,470	2,711,632	2,809,859	
New York	55,924	40,241	45,641	2,554,530	2,885,186	
Boston	10,333	12,470	15,888	975,377	1,076,193	
Philadelphia	10,566	13,365	13,663	731,528	813,100	

Total ... 111,424 110,342 114,671 6,973,067 7,384,338

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Sept. 24.	Sept. 24.	Sept. 25.	last year.
Chicago	10,347	458,762	27,226,488	26,007,912
New York	55,464	151,232	13,368,088	26,002,174
Boston	46,681	159,104	14,027,962	20,670,089
Philadelphia	9,555	55,021	4,844,853	9,074,230
Total	122,047	822,119	59,467,341	81,754,405

